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THURSDAY, APRIL 26, 1951



Spring is here...and youngsters soon will be crowding playgrounds, vacation camps and swimming pools all over the country. They are innocent candidates for the deadly poliomyelitis that last year struck 32,000 victims and wrecked the finances of many families with tremendous medical bills. While polio knows no season, it will be a greater menace in the months ahead. So, now is the time to furnish your clients with the protection they need.

Family and individual polio expense coverage is reviewed in the April number of FIREMAN'S FUND IDEA INDEX. Issued monthly to all of our producers, the IDEA INDEX has been so useful in boosting their sales that we are now making it available to any agent or broker, regardless of whether or not you do business with us. Mail the coupon today—see how the FIREMAN'S FUND IDEA INDEX can be used to increase your income.

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Life and Property Security Valuation Systems May Part

Life Group Won't Force Preferred Stock Amortiza- tion on Fire-Casualty

NEW YORK — The proposal on the part of the life insurance organizations for using a plan of amortized values for preferred stocks in life company statements that was submitted to the N.A.I.C. committee on valuation of securities here, was not opposed by the fire and casualty interests because the plan would be applicable exclusively to life insurance companies.

The plan still must win approval from the commissioners who now have it under review. But the complex life company proposal which combines both actuarial and investment department intricacies, has made substantial progress in winning even this negative approval from the fire and casualty people.

N.A.I.C. still has several questions about the plan although no serious objections to it were raised by any of the commissioners at the April 20 meeting.

The permanent staff of the N.A.I.C. committee has come up with a new series of quality factor tests which it would like to see used in security valuation. These were briefly sketched at the meeting. The consensus was that they would be consistent with the life company program.

The meeting was late getting started since many of those attending had been at Trenton the previous evening for the banquet tendered Chris A. Gough. Then later there was a recess for the Mac-Arthur parade.

Life Men Present Plan

F. W. Hubbell, president of Equitable Life of Iowa, chairman of the joint committee on valuation of assets of American Life Convention and Life Insurance Assn. of America, opened the presentation. Getting the nod from Raymond Berry, general counsel of National Board, and William A. Forrester, financial vice-president of Hartford Fire, he explained that the plan was recommended for use only by life companies and that fire and casualty insurers had no objection if that was the basis on which N.A.I.C. would consider it. He explained that a subcommittee of National Board and Assn. of Casualty & Surety Companies agreed April 10 not to oppose the new plan. He explained, however, that the fire and casualty groups expressed no view as to the soundness of the life company plan and that they would oppose any application of it to the fire and casualty business.

Mr. Hubbell pointed out that the plan envisaged leaving the valuation of common stocks at market as in the past.

He said he appreciated the "good sport" attitude of the fire and casualty people.

The life company plan would broaden the use of amortized values in recognition of their "going concern" status as holders of securities on a long term basis to produce income and not for the purpose of resale, as well as being a business whose nature is stable because its income from premiums and investments greatly exceeds immediate cash needs for claim payments.

The fire and casualty companies need a liquid valuation standard since they must be ready to produce large sums of

Argus Fire Chart Recast to Conform to New Blank

Celebrating its seventy-fifth anniversary by being completely new from cover to cover, the 1951 Argus Fire Chart has just come from THE NATIONAL UNDERWRITER press. The revised annual statement form adopted by National Association of Insurance Commissioners for the Dec. 31, 1950 statements, necessitated many changes in the items usually shown in the chart, so the compilers have taken advantage of the consequent complete resetting to make many additional revisions that make the statistical information more understandable and usable.

For the first time in a low cost chart of this kind there is a comprehensive explanation of the items shown in the exhibits and tabulations with definitions and complete references to the page and item numbers in the convention blank. This is prominently displayed right in the front of the new chart.

Five Year Exhibits

Complete five year exhibits with averages are shown for all regular stock fire companies, and extensive data is also provided concerning mutual fire companies. Because of the development of multiple line underwriting, it has not been possible to provide full exhibits of some companies writing a limited amount of fire lines. However, brief information is shown for each predominantly casualty company now writing fire lines.

More complete information on the basically casualty companies will be provided in the 1951 Argus Casualty-Surety Chart to be published in a few weeks. The multiple line trend has also accentuated the importance of group results in those cases where several companies are operating under the same management. As a consequence, the underwriting and investment exhibit of the Argus Chart has been completely redesigned to present the kind of information that would show the group results and at the same time be valuable in comparing individual companies.

A new tabulation is presented giving the classification of the total net premiums written by each group on the basis of the percentage of amount written in each of the 26 classes of business given in the multiple line annual statement, to the total for the group. A new ranking table is also presented grading the groups according to the total of the amount of net premiums written exclusive of life business.

The new showing of the totals or aggregates for the various kinds of companies is arranged for ease in making

cash to pay claims on rush order in event of disaster, etc.

Sherwin C. Badger, vice-president and financial secretary of New England Mutual, reviewed the A.L.C.-L.I.A. proposal in detailed form.

Private Placements Big Problem

He stressed especially that life companies now own more than 3,000 direct placements valued at more than \$11 billion and that the new plan would assist in the administrative problem of deciding which direct placements are amortizable and of assigning a value to those that are not amortizable.

The underlying problem behind the new proposal, the fluctuations in company surplus caused by excessive use of market values, if corrected, will prevent the valuation of common stock at market from becoming embarrassing by removing the other greater sources of fluctuation, he said.

Mr. Bohlinger suggested that the

comparisons or combinations of figures. The totals, which are reproduced elsewhere on these pages, emphasize the continued rapid growth of the business. The 696 companies of all kinds, whose figures are shown in the 1951 Argus Chart and which have been tabulated for these totals, had assets on Dec. 31, 1950, of \$7,110,623,970, an increase of \$959,474,415 over the total for 713 companies at the end of the previous year. These same companies increased their surplus to policyholders \$427,264,527 to \$3,180,445,476. Net premiums written increased from \$2,796,135,948 to \$3,117,737,506, an increase of 11.5%. The poor loss record made in extended cover and tornado business as a result of the heavy windstorms in the east and middle west in 1950 has resulted in an increase of 5.1% in the operating or combined loss and expense ratio to 88.8%. This also indicates a smaller gain from underwriting of \$196,075,919 for all companies, compared to \$277,709,597 for the stock companies alone the previous year.

Earned-Incurred Basis Used

Comparable increases will be noted in the results of the various types of companies with some distinct variations in the underwriting results and increase in surplus. The totals of volume of business by stock companies separated according to the various classes of business have been tabulated on the basis of premiums earned and losses incurred this year instead of net premiums written and losses paid as in previous years. It is, consequently, not possible in this edition to make a comparison with these figures of the year before.

These figures for 1950 indicate the extremely high loss ratios for extended cover and tornado business and an overall loss ratio for fire and allied lines of 45.5%. This may be compared with the written and paid ratio of 37.2% in 1949.

The chart provides extensive financial and operating figures on practically all companies in the business. Covering a good many more companies than any other small chart, it is helpful to agents everywhere, not only for their own reference but is also frequently supplied to important assured. Single copies sell at \$2 each, 12 copies at \$1.35 each, 100 at 74c each and less in larger quantities. Single copies may be ordered on approval. Orders should be addressed to the National Underwriter Company, statistical division, at 420 East Fourth street, Cincinnati 2, Ohio, or to any National Underwriter office.

common stock phase of the problem might become more serious now that New York allows equity purchases by life companies. He suggested that some system be developed to account for surplus fluctuations caused by common stock price changes. He said N.A.I.C. might balk at a piecemeal change which did not embrace a common stock program. Mr. Badger said the companies would be glad to make a study of the problem but that until equity holdings got up toward 7 or 8% of surplus, the direct placement problem is of more immediate concern.

May Preempt Market

At the request of Mr. Bohlinger, Mr. Forrester, for the committee of the stock fire and casualty business, said that Mr. Hubbell had made a fair statement of their position. He said that his committee didn't believe in the amortization of preferreds and that they were

(CONTINUED ON PAGE 13)

Chorus Insists on "Comp" Coverage in War Damage Plan

All Types of Insurers, State Funds, Self Insurers Make Appeal

By HENRY HALLAM

WASHINGTON—Chairman Fear of the Senate banking subcommittee on insurance announced at the close of a two-day hearing on war damage bills that further consideration depends upon the call of the chair. The committee is waiting on reports from the budget bureau and other government agencies and departments concerned. Fear expressed the hope these would not be too long delayed.

Fear read an extract from a budget bureau letter in reply to one from RFC,



H. P. Stellwagen



J. R. Berry

stating war damage is under study and that pending completion of study, "no commitment can be made" on the legislation. Fear said the committee would hear government witnesses later on.

Most of the witnesses advocated government reinsurance of workmen's compensation risks.

J. R. Berry Is Heard

J. Raymond Berry, general counsel of National Board, urged that war damage legislation provide authority for definition of war risks which is consistent with present day conditions in view of atomic weapons developments.

The possibility of clandestine detonation of atomic weapons by enemy agents in areas involving heavy concentrations of property gives rise to potentials of loss beyond the resources of commercial insurance companies, Mr. Berry observed. "Such a disaster is clearly a war risk by any realistic definition—it is sustained as a result of the explosion of a weapon of war—and this is true whether the loss was preceded by declaration of war or not."

Hence, he went on, members of National Board have been amending policies to treat as a war risk the discharge of any weapon of war employing atomic fission or atomic fusion or radio active materials, and thus are excluding this type of loss from such policies.

It should be made clear beyond question, that upon proof of the occurrence of such an explosion, the war damage policy will cover, he concluded.

An especially important witness was H. P. Stellwagen, executive vice-president of Indemnity of North America, whose statement in behalf of Assn. of Casualty & Surety Companies was concurred in and signed by American Assn.

(CONTINUED ON PAGE 11)

Royal Marking 100th Year of Its Start in the U. S.

NEW YORK—Officers of Royal-Liverpool were hosts at a buffet luncheon for members of the insurance press. One purpose was to note the centennial year of Royal, which began its operations in New York in June, 1851. An attractively bound and richly illustrated book, "The Business of Risk," makes use of the company's historical records and concurrent history of the U. S. to tell the story of the company's first 100 years in America.

In addition, the report of the group's management to the staff was presented. That, too, is a handsome booklet in color, and continues the centennial theme with some early day pictures. It reviews the year's operations and presents some highlights from employees' activities throughout the year.

Smith Presides

Clarke Smith, vice-president and deputy U. S. manager, represented H. C. Conick, president and U. S. manager, who was still recuperating from a broken arm which he suffered on a recent trip to Florida. Members of the press received a handsome cowhide folder for mail, which is being sent to selected agents of Royal to mark the anniversary.

When Royal established its first office in New York City in 1851 the population was about 500,000. The U. S. was still an agricultural country, but railroads were linking distant parts of the sprawling new country; gold was flowing east from the California fields; the steam engine had been introduced; and immigrants were swelling the population by over a quarter of a million a year. It was a time of enterprise; industry grew with amazing speed.

Part Played by Insurance

Growing with it were insurance companies. "The Business of Risk" points out. Royal's century of growth is paralleled by the growth of American industry. The development of both was a reciprocal process. The vitality of industry provided a healthy challenge to insurance, a challenge that always found a positive response. Without insurance to bear the risk of experiment and expansion, the rise of American industry would have been seriously retarded.

Early insurance men had problems of their own, decidedly different from those faced today. Agents writing fire insurance had to be careful that the buildings were within reach of the volunteer fire companies, who had a greater supply of energy than of water. Agents had to point out to insured that a life contract required an extra premium if he ever traveled across the Rockies; and that it did not cover duels. Much later, when automobile insurance came into being, a new problem arose. "Can

a chauffeur," an agent inquired, "be a trustworthy operator of an automobile?" The question remains unanswered.

In 1875 Royal was located at 56 Wall street. There were then seven employees. (Today the group's New York office has about 3,500.) Three members of the board of managers signed the policies; the bookkeeper, on his way home, delivered them. Open grate fires supplied heat for the office, "and the manager started his day by pacing back and forth before one of them, his hands behind his coat tails, saying his morning prayers. . . . Electricity was still a novelty, and occasionally the office force would join hands and, using two pokers as transmitters, would draw a spark from the telephone wires that passed the office."

Appearance of New Coverages

New developments now began to shift the advancing front of insurance to other fields. Corporate suretyship appeared in place of the personal sureties hitherto relied on to guarantee performance of a public trust or to ensure fulfillment of obligations. To meet the growing demands of business, numerous other forms of insurance were devised—use and occupancy, burglary, plate glass, boiler and machinery, employers' liability. By 1901 Royal and its sister companies, Liverpool and Queen, had a total net premium income of just under \$12,000,000.

In 1919 Royal acquired the Liverpool. This was the beginning of what is today the Royal-Liverpool group, an organization that combines and facilitates the operations of 11 insurers. These companies insure against fire, tornado and earthquake; against theft, explosion, and collision; against losses from accident and illness; against damage to a manuscript, to a machine or to the hull of the largest ocean or air liner—against scores of other hazards that affect the daily planning of millions of lives. Branch offices strategically located throughout the country make these services available to the widest possible public.

An immensely widened range of coverage and an organization designed to meet insureds' needs are the significant accomplishments of Royal's first century.

EMPLOYEES' REPORT

The idea of getting out a special report to employees originated three years ago and has been a very popular one. The report for 1950 contains a message from Mr. Conick noting the 100th year of Royal and commenting on some of the outstanding developments of 1950 both within and without the insurance

business. In it Mr. Conick recalls that the companies' security program went ahead last year through establishment of a disability plan which is unusually liberal and far more extensive than called for by statute, and the group completed its hospitalization and surgical plan which is to become effective soon.

Among the catastrophes of 1950 he noted the Nov. 25 windstorm in the northeast had by last month produced 67,000 claims involving more than \$8 million for members of the group, the largest number of individual losses the companies ever have experienced at one time. Royal-Liverpool has done much to make 150 William street and its branches pleasant places to work.

Recruiting new employees again is one of the key jobs of the company, with manpower becoming more scarce as the war economy gets underway. Mr. Smith noted that at New York the companies are about 100 or so short of help and that it is more difficult now to recruit men for field positions. Last year the organization representatives visited 14 colleges, had 232 interviews, and hired 16 for the field (the total was 40 countrywide).

High School Recruiting

High school recruiting still produces most of the average personnel, he noted, and representatives visited 16 high schools last year, interviewed 350 and hired 86. The number of applicants coming into the Royal-Liverpool head office was 5,000 in 1950, 3,000 of them female. Of that number, the group hired 459 female and 163 male. This about takes care of the turnover. Today the group is taking some men for field training who are sure to go into service; however, a good many of them are veterans.

The lunch was a sumptuous one, and during the course of it members of the press and senior executives of the companies watched the Gen. MacArthur appearance in Washington on the television set which had been especially set up for the occasion.

Omaha Mayor's Insurance Activities Are Questioned

OMAHA—Mayor Glenn Cunningham of Omaha has used his office to obtain and retain insurance business, Garry O. Gross, president of Empire Fire & Marine Automobile of Omaha, said. Gross said there were definite incidents where the Cunningham agency procured insurance business because of Cunningham's position as mayor.

"The mayor also has used his office to keep himself in business," Gross said in his statement.

"Starting in 1948 the mayor's agency, Cunningham-Jacoby, Inc., wrote a substantial amount of insurance for our company as well as for other companies.

"Through inefficient management the mayor's agency became defunct to the extent of more than \$15,000 late in 1950."

Gross said that "at a meeting of the creditor companies, at which I represented my company, it was decided that the mayor's agency would be henceforth managed by the larger creditor companies."

The mayor's agency came under trusteeship Feb. 1, 1948, according to Fred Ochsenbein of U. S. F. & G.

Mayor Cunningham had 18,981 votes in the city primary election recently. He led the field and with Street Commissioner John Rosenblatt ran away from the rest of the candidates.

Conn. Midyear Plans

The midyear meeting of Connecticut Assn. of Insurance Agents at Norwich Inn, Norwich, Conn. May 23 will get under way at a business session in the morning. Then there will be a panel on important allied fire lines followed by two speakers. There will be a convention lunch and in the afternoon there will be a choice of golf or an agents forum.

Parker Manager of Tex. Advisory Assn.

Succeeds Late R. B. Cousins as Chief of Three Company Groups There

HOUSTON—Norris W. Parker, second vice-president of Firemen's and associate manager of its southwestern department at Dallas, has been appointed manager of Texas Insurance Advisory Assn. to succeed the late R. B. Cousins, Jr., it was announced following a meeting here by B. F. Weaver, assistant U. S. manager of Royal-Liverpool, chairman of the advisory association's executive committee.



N. W. Parker

Mr. Parker also will become manager of Texas Insurance Checking Office, which handles daily reports and collects statistics on fire and extended coverage, and of Texas Insurance Forms Department, which prints and distributes approved forms and endorsements. The new official setup for Texas Automobile Insurance Service Office, the fourth organization headed by Mr. Cousins, will be announced later. It is a separate unit and not within the jurisdiction of the advisory association.

With Firemen's Since 1932

Mr. Parker, who has been with Firemen's since 1932 and an officer of its southwestern department since 1938, has long been prominent in organization work in the state. He is now chairman of the following: the governing committee of the Fire Prevention & Engineering Bureau of Texas, the advisory committee of the southwestern department of General Adjustment Bureau and the Texas fire record credit and debit committee of the advisory association. He has served as a member of the Texas malpractice liability committee, Texas Insurance Checking Office committee, and of the executive, general insurance and finance committees of the advisory association.

He has been in insurance work 34 years, starting in the Rochester department of Great American and being transferred the next year to New York City. In 1923 he became a midwest examiner for Phoenix of London and in 1928 went to Pittsburgh as agency superintendent in the southwestern department of National Union. He was advanced to executive special agent two years later and transferred to San Francisco, where in 1931 he was made joint manager of the Pacific Coast department and elected assistant secretary. Later he spent some time in Arizona on special assignment.


Joined Group on Coast

Mr. Parker joined Firemen's in 1932, with headquarters at Los Angeles. A year later he became district manager for Arizona and remained in that post until 1938, when he was elected second vice-president of all companies in the Firemen's group and associate manager of the southwestern department.

Since that time he has supervised the activities of his group in Texas and Louisiana, including fire, general liability, burglary, plate glass and inland marine. He expects to move his family to Austin about May 1.

Registrations Are Heavy

More than 100 registrations have been received for the annual meeting of American Assn. of Managing General Agents at Hotel Colorado, Glenwood Springs, Colo., June 11-13, Secretary Herbert Cobb Stebbins reports. More home office executives than ever before have indicated an intention to attend.



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Pacific Fire Joins Select Company of Centenarians

NEW YORK—Pacific Fire this week joined the select list of insurer centenarians. No large celebration is contemplated but the event is being noted during the year by appropriate messages on mailing pieces and in other ways, and officers and field men are calling attention of agents to the milestone in a quiet if prideful manner.

However, on Tuesday President A. E. Heacock was surprised with several hundred telegrams and letters of congratulation from agents and field men and with a number of floral tributes.

Pacific Fire was organized in 1851 by the officers and directors of the Pacific Bank, which had been incorporated in 1850. The bank was located on the corner of Grand street and Broadway in New York City, at that time considered uptown. (The present head office at 12 Gold street is considerably closer to the south end of Manhattan Island.) Most of the organizers of Pacific Fire and the bank were Quakers. The name was chosen because it means peace, and the dove of peace was adopted in 1851 as part of the company's seal.

First president of the company was Thomas Jeremiah, from 1851 to 1855. He was a charter member of the Bowery Savings Bank, and he became its president when he left Pacific Fire.

Original Authorization

Originally the company was authorized to "make insurance on dwelling houses, stores and all kinds of buildings and upon household furniture, merchandise and other property against loss or damage by fire and risks of inland navigation and transportation." All of the minute books recording the activities of the company from Feb. 14, 1851, are in the office of the company. The first meeting was an informal one at which the decision was made to start an insurer with a capital of \$200,000. No additional money has ever been put in capital or surplus. The figure went to \$400,000 when Greenwich Insurance Co. was merged with Pacific in 1913, and in 1925 was increased to \$1 million through a stock dividend.

At the outset, arrangements were made with the Pacific Bank to use part of the first floor and the insurer received the privilege of putting up signs on Broadway and Grand street. Henry Clay's funeral procession passed by the building in 1852, and an artist made a painting which clearly shows the Pacific sign. A copy of the painting now is in the board room.

Specific authority to make reinsurance of any risk appeared in the original charter. The first reference to underwriting in the minutes, May 17, 1852, was a motion that it be left to the discretion of the officers to increase a fire risk to the amount of \$10,000. In 1882 the company was authorized to write tornado, and of course there have been several charter changes since to increase underwriting powers. A number of charter changes of course deal with varying developments in the management establishment.

Hatfield President 18 Years

Second president of the company was Amos W. Hatfield, 1855 until his death Aug. 8, 1873. In 1858 Lord & Taylor purchased the property in which the bank and company were located and the two moved to new quarters across the street, in a building which they erected. Pacific was half owner of the new building until 1890 and in that time it had branch offices on Wall street or on Broadway operating as metropolitan offices near the financial district.

Third president was Thomas F. Jeremiah, who served until he died Sept. 2, 1888.

In early 1870s agencies were named in Boston, Chicago and Philadelphia, and it was at about this time that an

arrangement was made with New York Bowery Fire under the name of New York Alliance for writing combination policies. These were issued through a Chicago office and it was probably the first such operation in the midwest. New York Alliance was authorized to write tornado in 1882. In 1884 Pacific

was operating in New York, Pennsylvania, Massachusetts, California, Rhode Island, Maryland and Maine and in the midwest through New York Alliance.

Fourth president was Frank Tilden Stinson, president until Feb. 12, 1909, the date of his death.

In 1890 it was decided that the office was too far uptown so the company sold its half interest to the bank and moved to 151 Broadway. By 1895 the insurance business had become more or less centered in the William street area and at that time the company moved to Pine street, near William. In 1898 it

was admitted to the southeastern states.

Shortly after 1900, Clinton V. Meserole and Joseph S. Frelinghuysen began buying Pacific Stock and later the company was operated by the J. S. Frelinghuysen general agency in which Mr. Meserole had an interest. The latter was elected director and appointed secretary of the company Dec. 22, 1902, named vice-president in 1908 and elected the fifth president in 1909. At that time L. R. Bowden became vice-president of the company. (One of Mr. Bowden's sons, W. M. Bowden, is pres-

(CONTINUED ON PAGE 13)

Seal of Security



Great American Group of Insurance Companies

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MASSACHUSETTS FIRE & MARINE

Fire Experience Shown by Lines from Argus Chart

STOCK AND MUTUAL, 1930 PREMIUMS EARNED AND LOSSES INCURRED, ACCESSORY LINES—Figures in Thousands (000 Omitted)

Fire		Extended Coverage		Tornado, Windstorm, Cyclone, Hail		Sprinkler & Water Damage		Hail on Growing Crops		INSURER	Auto Physical Damage		Ocean Marine		Inland Marine		Aircraft Physical Damage		Casualty Lines		Miscellaneous	
Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses		Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses
245	119	89	49	6	4	1	103	1,538	514	Accident and Casualty	196	117	2	1	204	98	6,188	3,670	2	285		
29,073	11,470	5,276	4,138	567	1,411	189	1	36	8	Aetna	6,551	2,537	3,453	1,388	7,523	3,219	304	98	1	1	454	
79	3	9	1	1	101	17	1	36	8	Affiliated F. M.	1,834	680	944	328	382	74	43	15	15	15		
5,471	2,027	1,043	896	61	101	17	1	36	8	Agricultural	222	93	74	25	11	6	11	11	11	11		
801	327	173	159	7	8	2	1	108	47	Albany	341	145	215	81	273	125	11	6	11	11		
2,057	814	430	371	25	28	8	1	108	47	Allemania	582	278	1,198	515	441	185	52	18	294	116		
389	153	54	196	2	1	5	2	108	47	Alliance Assur., Eng.	286	100	71	17	8	4	645	415	—47	—45		
446	191	82	143	1	1	5	2	108	47	Allied, N. Y.	3,134	1,122	1,981	71	17	8	4	645	415	—47	—45	
435	219	196	76	40	51	132	110	107	107	Allstate Fire	5,527	1,981	651	270	—1	479	143	6	191	12		
3,909	1,897	722	471	30	81	24	11	317	107	Amer. Agricultural	1,203	489	312	195	539	308	19	3	463	490		
3,337	1,372	611	305	27	27	27	9	317	107	Amer. Alliance	902	384	756	313	482	176	20	5	26	13		
27	5	9	2	19	1	1	1	317	107	Amer. & Foreign	13,472	4,797	702	353	73	24	1	1	5	3		
687	287	179	140	11	9	1	1	317	107	Amer. Auto. Fire	4,068	1,142	71	24	1	1	1	1	1	1		
3,255	1,359	675	476	32	21	15	5	317	107	Amer. Avia. & Gen.	1,435	586	651	270	—1	479	143	6	191	12		
553	134	40	43	73	83	59	29	141	32	Amer. Bankers	812	292	651	270	—1	479	143	6	191	12		
7,466	3,044	1,356	574	69	40	28	9	203	32	Amer. Central	2,453	1,072	1,319	491	1,323	589	74	16	6,815	8,455		
41	13	8	11	11	9	1	1	203	32	Amer. Druggists	1,231	563	174	88	504	247	29	11	1,080	701		
8,378	3,411	1,679	1,435	69	40	28	9	203	32	Amer. Eagle	1,260	741	651	270	—1	479	143	6	191	12		
280	74	49	10	17	7	1	1	203	32	Amer. Equitable	1,316	492	651	270	—1	479	143	6	191	12		
78	20	1	1	1	1	1	1	203	32	Amer. Fidelity	1,316	492	651	270	—1	479	143	6	191	12		
176	73	50	38	1	1	1	1	203	32	Amer. Fire & Cas.	1,316	492	651	270	—1	479	143	6	191	12		
506	184	362	86	1	1	1	1	203	32	Amer. Fire, D. C.	1,316	492	651	270	—1	479	143	6	191	12		
717	330	182	140	11	9	1	1	203	32	Amer. Fire, Texas	1,316	492	651	270	—1	479	143	6	191	12		
355	176	157	144	4	1	1	1	203	32	Amer. General	1,316	492	651	270	—1	479	143	6	191	12		
24,644	9,931	4,453	5,112	513	1,310	112	23	929	416	Amer. Home	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
4,329	1,710	744	442	50	75	13	6	151	56	Amer. Indemnity	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
194	76	82	62	1	1	1	1	151	56	Amer. N. J.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
444	115	131	82	14	6	1	1	151	56	Amer. Mercury	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
1,095	485	201	339	9	12	4	2	151	56	Amer. Motorists	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
34	24	2	4	1	1	1	1	151	56	Amer. Natl.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
47	6	32	14	1	1	1	1	151	56	Amer. Re-insurance	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
102	33	32	14	1	1	1	1	151	56	Amer. Reserve	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
538	244	176	160	13	8	1	1	151	56	Amer. Security	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
233	112	113	65	1	1	1	1	151	56	Amer. States	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
1,088	279	251	82	1	1	1	1	151	56	Amer. Surety	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
1,543	487	255	143	4	2	1	1	151	56	Amer. Title & Gen.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
3,231	1,386	693	635	29	34	7	1	151	56	Amer. Union	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
9,863	3,484	2,091	1,503	69	193	36	18	151	56	Amer. Universal	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
879	1,226	411	195	17	13	1	1	151	56	Andrew Jackson	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
1,065	375	411	195	17	13	1	1	151	56	Appalachian	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
90	27	11	1	1	1	1	1	151	56	Associated Gen.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
2,777	979	672	542	21	16	17	3	151	56	Assur. Co. of Amer.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
185	101	32	4	1	1	1	1	151	56	Atlantic, Texas	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
953	269	99	62	1	6	5	1	151	56	Atlantic Mut., Ga.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
920	306	144	126	115	23	1	1	151	56	Atlantic Mut., N. Y.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
645	300	147	107	8	5	3	2	10	4	Atlas Assur.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
94	62	11	3	1	1	1	1	151	56	Audubon	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
7,992	3,502	1,770	790	83	48	29	13	54	33	Automobile, Ct.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
333	176	149	10	11	3	1	1	54	33	Automobile Mut.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
1,395	571	256	219	11	11	4	1	54	33	La Azteca	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
464	191	99	70	5	3	2	1	54	33	Balboa	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
770	318	305	138	14	7	2	1	54	33	Balboa Marine	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
2,722	1,122	598	523	14	7	2	1	54	33	Bankers, Ark.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
503	223	122	87	4	3	2	1	54	33	Bankers & Shippers	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
2,513	1,114	609	434	21	17	12	3	54	33	Bankers Fire, N. C.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	326		
1,975	823	411	290	19	13	9	3	54	33	Bankers F. & M.	8,981	4,119	2,823	1,235	4,541	1,953	152	—7	454	32		

Fire Experience Shown by Lines from Argus Chart

STOCK AND MUTUAL, 1950 PREMIUMS EARNED AND LOSSES INCURRED, ACCESSORY LINES—Figures in Thousands (000 Omitted)

Fire		Extended Coverage		Tornado, Windstorm, Cyclone, Hail		Sprinkler & Water Damage		Hail on Growing Crops		INSURER	Auto Physical Damage		Ocean Marine		Inland Marine		Aircraft Physical Damage		Casualty Lines		Miscellaneous	
Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses		Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses
3,846	1,589	813	609	22	10	12	2			Eureka Security	991	436			408	210					28	
358	154	60	110	1	1	1				Excelsior	288	171			12	6						
557	274									Excess Ins.	93	33							2,517	1,174		
36	11	7	1	2						Export			56	(5)	227							
178	107	128	44	15	8			55	44	Farm Bureau, Ohio	3,148	1,426							2,021	1,424		
1,270	629	211	163	11	11	4	1			Farmers, Pa.											4	3
3,284	1,532	573	384	17	29	34	9			Federal, N. J.	4,055	1,527	2,894	1,081	1,268	531	207	71	2,624	975		
7,378	2,273	1,199	534	17	4	7	2			Fed. Mut. Imp. & Hdwe.	1,713	500			259	91			3,374	1,997	-9	93
23,640	9,450	4,488	6,279	677	989	83	49	738	222	Fidelity-Phenix	14,707	6,045	3,265	1,190	3,683	1,567	170	37			113	13
7,711	3,038	1,912	1,239	65	41	23	5			Fidelity & Guaranty	3,318	3,427		(4)	1,445	654	96	33			34	
										Fire & Casualty, Conn.	207	142										
										Fire Assn.	4,177	1,738	1,141	439	2,577	1,287	163	86	126	64	54	7
11,354	4,750	1,962	2,394	39	63	53	7			Fireman's Fund	9,218	3,898	7,954	3,154	10,243	5,058	196	54	2,398	1,098	609	-201
24,375	9,843	4,193	2,968	187	768	124	37	1,096	427	Firemen's, D. C.	2	1									-9	
290	115	29	19							Firemen's, N. J.	8,300	3,375	1,899	848	2,454	1,342	91	-4	126	3	92	
20,126	8,084	4,264	6,000	199	291	34	18	7	4	First Kentucky												
10										First Natl.	110	47			1						15	-
2,619	750	1,012	797	11	18	2	3			Founders Ins.	533	272	273	143	337	179			3,514	2,590	25	
748	275	230	59							Franklin Natl.	264	99	15	8	88	39	3	1			2	
715	270	144	140	15	17	2	1	3	1	French Un. & Univ.	31	11			2	1					8	1
1,022	456	167	146	7	5	5	2			Frontier	411	266										
1,338	477				4	1				Gen. Acct. Fire & Life.	3,429	1,233		-6	147	38	23	4	33,847	16,892	2	2
										General Exch.	80,528	35,485										
3,348	1,423	522	275	32	19	13	7			General Security	283	102			274	69	1				27	14
14,391	4,115	3,643	2,409	77	63	11	22			General, Wash.	8,137	2,754	672	413	1,923	849			7	10	261	-42
341	78	175	68	1		1				Germantown Fire					-1							
2,348	943	497	700	23	34	4	2			Girard F. & M.	968	394	222	96	286	153	11		15		10	1
11,425	4,209	2,115	2,395	88	114	36	9	60	10	Globe Falls	5,994	2,243	2,933	1,217	2,838	1,233	222	51			89	-492
1,638	668	300	292	13	13	13	5			Globe Indemnity	850	432			183	80	10	2	33,043	16,013	13	6
3,142	1,279	630	538	26	15	19	2	115	41	Globe & Republic	1,214	211	65	33	189	93					10	2
3,450	1,531	868	613	44	32	4	2	231	108	Globe & Rutgers	1,494	665	753	369	174	69					21	
6,224	1,935	1,199	958	190	107	25	4			Grain Dir. Mut.	1,052	337			277	137	5	2			-298	-233
2,184	731	311	326	16	22	4	4			Granite State	689	265	221	247	293	138					17	2
23,569	10,102	4,211	2,741	174	474	137	61	1,851	625	Great America	7,017	2,842	2,027	924	3,143	1,796	110	18			156	12
79	33	12	41							Great Eastern	167	86			18	5						
39	24	2	3							Great Southern	64	84			9	9					1	2
45	13									Great Western F. & M.												
27	11	2	3							Guaranty F. & M.	1,829	624			338	141			1,420	622	13	4
3,736	1,333	1,404	621	74	7	1				Gulf, Texas												
470	220	120	132	9	10	1	3			Halifax	37	33	17	7	23	11						
11,619	4,813	1,571	1,527	165	456	46	16			Hamilton	320	177										
7,720	1,888	1,736	1,165	8	14	7	1			Hanover	3,540	1,420	1,834	807	1,420	658	82	-3	68	50	123	7
6,041	1,711	914	697	18	8	10	1			Hdwe. Dir. Mut.	1,243	378			306	143					-37	-52
57,951	23,823	11,652	9,575	1,281	1,344	244	83	1,828	652	Hdwe. Mut.	1,995	591			198	96			1,179	494	-32	-148
191	68	62	51	3	.....	.....	11	4		Hartford	27,567	10,875	3,324	1,199	12,125	6,232	191	101	40	127	337	103
1,105	326	163	172	1	.....	.....	.....	.....		Hawkeye Security	1,063	375			17	5			2,946	1,297		
6,094	2,461	1,048	742	47	192	31	9	274	107	Holyoke Mut.	1,131	285			2	1						
98	16	8	.....	.....	.....	.....	.....	.....		Home F. & M.	2,305	975	1,988	788	2,561	1,264	42	14	552	275	167	-50
87,208	33,936	16,877	17,298	950	2,065	2,142	782	3,942	1,505	Home of Hawaii	269	64							665	244		
1,337	528	269	199	14	10	9	4			Home, N. Y.	18,479	7,785	8,355	2,784	16,834	6,973					460	88
1,114	559	550	303	4	3	.....	.....	.....		Homeland	277	107	129	68	147	61					7	
463	195	92	72	3	3	.....	.....	.....		Houston Fire & Cas.	720	349			44	24			1,820	1,102	2	
825	315	171	149	21	31	3	1			Hudson	12	15			80	37					4	
1,267	534	257	286	5	9	6	1			Illinois Fire	1	47	21	34	17	180	61	1				
1,116	458	304	153	9	16	.....	.....	41	30	Imperial	436	165	192	49	122	62		-1			1	
607	320	61	129	88	667	3				Implement Dir. Mut.	241	104			.....	.....				
										Indem. Ins. of N. A.	761	282	35	14	364	228	1		44,734	20,463	20	-11
458	180	222	217	13	6	.....	.....	.....		Indem. Marine			612	223	510	241						
4,746	1,513	1,041	614	52	46	24	5			Indiana	1,558	561			27	10			1,980	932		
972	382	245	212	12	39	4	1	11	4	Indiana Lumbermen's	868	281			188	63						
33,655	13,378	5,729	4,508	260	268	287	95	1,553	585	Industrial, Iowa	2,765	1,381			37	13			786	360	-38	45
86	18	72	41	.....	.....	.....	.....	.....		Ins. Co. of N. A.	10,964	4,052	12,606	5,173	10,505	4,576	634	278	654	283	19,964	10,911
1,346	600																					

Houck Elected by Ohio Mutual Agents

Brookhart in 2nd Slot at Successful Columbus Meeting

Ohio Assn. of Mutual Insurance Agents broke a record on practically every count at its annual meeting at Columbus last week. With 290 registered, including an exceptionally high proportion of agents, a membership peak of 315, over 300 at the dinner and perhaps most surprising of all, 205 at the Friday morning breakfast business session and a program which pleased everyone, there was a universal feeling that the organization, under the aggressive leadership of E. E. Roberts, Springfield, had made itself an important and positive force in Ohio insurance circles.

In his report, before turning the gavel over to O. G. Houck, Athens, the new president, Mr. Roberts pointed out that the Ohio group is now the second largest mutual agents association in the country. It is exceeded only by the Tri-State association, which takes in Pennsylvania, Delaware and Maryland, and has passed both the North Carolina and New York groups. He singled out for particular praise past president E. F. High, Columbus, for membership work, R. H. Swisher, Springfield, who was in charge of the convention and H. K. Brookhart, Columbus, for his work as chairman of the legislative committee.

New Officers

Mr. Houck, who went up from the vice-presidency, has been a member of the firm of Houck & Van Dyke of Athens since 1948. A graduate of Bliss Business College of Columbus, Mr.

Houck, after some earlier business experience, engaged in accounting in Athens until he entered the insurance business for himself in 1938. He is now associated with Miss Arvilla Van Dyke, whose father founded one of the oldest agencies in the city. He is a past president of Athens County Agents Assn.

Mr. Brookhart is the new vice-president and Mrs. Mina M. Clark, Bucyrus, was reelected secretary. Mr. Swisher and Warren Yackee, Napoleon, were elected directors.

National Officers Appear

R. E. Hill, Chattanooga, president and P. L. Baldwin, Washington, executive secretary National Assn. of Mutual Insurance Agents, were the featured speakers at the Friday session. Mr. Baldwin emphasized the growth of the Ohio association, which started six years ago with 25 at the organization meeting and many people questioning the need or desirability of a mutual agents organization in the state. Ohio, he said, has set a fine example of co-operation among all segments of the insurance business and has been free from competitive attacks which have occurred lately in other states. He said that the National association will meet in Philadelphia in October, 1952, in connection with the celebration by all mutual organizations of the 200th anniversary of mutual insurance. Mr. Hill discussed the recent hearings of the house ways and means committee on insurance taxation and pointed out that the all-risk dwelling policies now being offered by some mutual insurers were initiated by the National association.

Mayor Rhodes of Columbus made a decided hit at the opening session Thursday. He was followed by M. E. Wilcox, attorney State Automobile Mutual, who discussed the legislative situation, emphasizing the proposed financial responsibility law.

J. L. Eberly, claim manager Lumbermens Mutual of Mansfield, discussed fire legal liability, saying that in his

opinion the problem has been exaggerated and that the dangers of not finding a quick and easy solution to the problem are also overrated. Actually, he said there is nothing new about subrogation and possible liability for fire damage, but the General Mills and Standard Brands cases were so well publicized that they alarmed insurance men and buyers of insurance unduly. Actually, he said, there is no evidence that fire insurance companies are bringing subrogation actions any more frequently now than they did in the past. There is a problem and it involves such matters as wording of leases, charter capacity of fire and casualty carriers, rulings of insurance departments, etc., but, in Mr. Eberly's opinion, not as great as many people feel. He suggested that an agent study the risks in his agency, select those who apparently will need this protection and check their leases. If there then appears to be a possible liability for negligent fire damage, Mr. Eberly recommended going to the agent's insurance companies, asking them to engineer and inspect the risk, get a commitment to write insurance, if possible and then leave the decision up to the insured.

The afternoon session was closed with a talk by J. C. O'Connor, Cincinnati, executive editor "Fire, Casualty & Surety Bulletins" of The National Underwriter, on present problems of the business, emphasizing the argument over deductibles and the prospects of social legislation, such as disability benefit laws. Superintendent Robinson of Ohio was the only speaker at the dinner, which was preceded by the usual hospitality hour of Ohio 1752 Club.

Sales Methods

A. L. Minzey, Lansing, superintendent of agencies Auto-Owners, discussed successful selling at the Friday morning session.

Dr. J. H. Davis of Ohio State University pointed out significant figures to salesmen of his studies on the relation of intelligent use of time and sales results.

At the final luncheon session, T. O. Nuckles, Columbus, state agent Hanover, discussed business interruption insurance, using his well known props, which show a store actually burning down and the disastrous results which follow.

The meeting was well attended by company officials and field men and hospitality headquarters were plentiful. Western Mutual provided a television set through which those in attendance heard and saw General MacArthur's speech Thursday. Shelby Mutual furnished on-the-spot pictures of conventioners and Lumbermens of Mansfield furnished doughnuts and coffee each morning.

Ousted from Liquor Board for Insuring Licensees

LINCOLN—Gov. Peterson of Nebraska has ordered Blaine Young of Omaha removed as a member of the state liquor control commission on the ground that Young had violated the state liquor control act by selling insurance to liquor licensees and that the law contains explicit directions as to his duty in ordering Young's removal.

Peterson's announcement was made following his examination of the record of the public hearing when Young and his attorneys attempted to show cause why the commissioner should not be discharged. Young had been under fire for several weeks for selling insurance to 33 Omaha liquor license holders. Attorney General Beck had held that Young had violated the Nebraska statutes. He said that Young's commissions for 1950 on this business exceeded \$2,400.

Young claimed that he did not solicit any business from anyone connected with the liquor business after he was named to the liquor commission.

Young told Peterson at the public hearing that whenever licensees con-

Robert Maxwell Heads Study of N.A.I.A. Practices

A special committee of nine members, to be known as the N.A.I.A. practices committee, has been appointed by the steering committee of N.A.I.A. Board of State Directors as authorized at the mid-year meeting.

This new committee consists of Robert Maxwell, Texarkana, Ark., chairman; Arthur B. Fair, Natick, Mass.; Kenneth Ross, Arkansas City, Kan.; Paul C. Sackett, Albuquerque, N. M.; Dave R. McKown, Oklahoma City; Harold S. Hays, Portland, Ore.; Morton V. V. White, Allentown, Pa.; T. K. Robinson, Memphis, and L. P. McCord, Jacksonville, Fla.

The functions of the committee will be to study the constitution and by-laws of N.A.I.A. and the practices which have developed under the present system of operation.



Robert Maxwell

Neb. Multiple Line Bill Gets Favorable Start

The multiple line bill in Nebraska has been favorably reported out of the banking, commerce and insurance committee. There is much interest in this measure, since now Nebraska and Ohio are the only two states with a substantial insurance interest that do not provide for multiple line writing. The Ohio bill is being hotly contested and the opponents had their innings at a hearing Wednesday evening of this week. The proponents were heard at a hearing about two weeks ago.

The Nebraska legislation is bracketed with premium tax revision there. Presently the casualty premium tax is 2% while the fire premiums are on a property tax basis that varies by district and ranges from 1½% to 7%. There was an opinion of the attorney general that the tax pertains to the fire company as such rather than to fire premiums so that under a multiple line setup the fire companies probably would be taxed at the fire company rate on casualty premiums.

There is a premium tax measure providing for a 2% tax across the board on foreign fire, casualty and life companies. The local tax districts would be recompensed by receiving one-half of the tax on fire and casualty business. At present the local tax districts receive nothing from the casualty tax. The tax on domestic companies would remain at four mills.

Harlan H. Heater has opened an agency at Des Moines. He recently completed a training course at the home office of Aetna Casualty.

tacted him directly to open insurance accounts he turned them down. Young said the Harry Koch and Byron Reed agencies issued all of the 33 renewal policies and collected all of the premiums, retaining part of the commissions for their services.

These liquor accounts constituted about 25% of his total insurance business, Young said.

Treasury OKs 2 Sureties

WASHINGTON—The Treasury has approved Mechanics & Traders to furnish surety to government with underwriting limitation of \$514,000, and National Fire with underwriting limitation of \$3,384,000.

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Commissioners to Get Into the Act at M.I.S.S. Roundup

The program is announced for the annual meeting of Midwestern Independent Statistical Service at the La Salle hotel, Chicago, May 17. Insurance Director Day of Illinois is on tap to give the address of welcome in the morning. Then the officers will report and Dudley Pruitt, actuary of General Accident, will give a talk "Loss Experience Is a Sacred Cow," and Russell H. Matthias of the Chicago law firm of Ekern, Meyers & Matthias, will speak on "Statistical Requirements of Rate Administration."

That afternoon Sol Wezelman, actuary of the North Dakota department, will speak on "Rate and Statistical Filings—Insurance Department Viewpoint." C. H. Mahan, fire and casualty insurance department manager of I.B.M., will talk on latest tabulating equipment and methods. Then there will be a round table discussion on the part of insurance commissioners that are present on problems arising from rate regulatory legislation. Already six commissioners have agreed to take part. Then there will be an open forum for discussion of company statistical problems with S. Alexander Bell, manager of M.I.S.S., presiding. There will be a cocktail party and buffet dinner.

LePitre and Miller Are Advanced by Fire Assn.

Melvin LePitre has been elected secretary of Fire Association and Reliance, and Harry A. Miller has been elected assistant secretary.

Mr. LePitre joined Fire Association in 1909 and served in the western department at Chicago and later in the field. He was appointed assistant manager of the western department in 1923 and last year was named manager of the newly created Illinois department. He will continue to supervise Illinois from the Chicago office.

Mr. Miller, a graduate of Washington & Lee university, started with Fire Association in 1937. He has been marine special agent in Ohio and assistant marine manager at Chicago. Since last June he has been at the head office production department.



Melvin LePitre

Fire Losses in First 3 Months of '51 Up 10.4%

Fire losses in the first three months of 1951 totaled \$209,329,000, an increase of 10.4% over the same period last year, according to National Board estimates.

For the 12 months ending March 31, the total fire loss is \$708,158,000, up \$38,559,000, or 5.8% over the 12 months ending March 31, 1950. By months so far this year and for the two preceding years, losses are:

	1951	1950	1949
Jan. ...	68,686,000	58,823,000	57,826,000
Feb. ...	69,138,000	58,340,000	62,424,000
March ...	71,507,000	72,468,000	67,218,000
	209,329,000	189,631,000	187,468,000

Seventy-fifth Anniversary

Central Manufacturers Mutual of Van Wert celebrated its 75th anniversary. The company started with three employees in 1876 while today's staff numbers 257. It is estimated that there are 248,629 risks insured. The 75th annual statement shows assets of \$24,995,244 and surplus of \$7,436,042.

Prescott Honored With 50-Year Medal of Hartford Fire

In special ceremonies at Atlanta, Hartford Fire presented its 50-year gold medal to William R. Prescott, manager of the southern department. Special guests included C. S. Kremer, president of Hartford; R. B. Barnett, vice-president of Fire Association, a friend of many years; John A. Sibley, chairman of Trust Company of Georgia, of which Mr. Prescott is a director; Beverly M. DuBose of Dubose-Egleston agency, Atlanta, and W. R. Prescott, Jr., who is special agent at Charlotte, N. C.

Following the introduction of the guests by J. H. Ledbetter, associate manager of the southern department, President Kremer in presenting the medal eulogized Mr. Prescott and his work, referring to his profound influence on the organization of Southeastern Underwriters Assn. and the way in which he built up the southern department. Mr. Prescott responded briefly.

Joined Hartford in 1889

In 1889, when Mr. Prescott first joined Hartford as special agent, the department was under the management of Thomas Egleston, general agent. Except for 12 years, 1894-1906, when Mr. Prescott was with Queen, he has been with Hartford, having returned as associate with Mr. Egleston in 1906, under the firm name of Egleston & Prescott. Since Mr. Egleston's death in 1916, he has been sole manager of the southern department, having jurisdiction over nine southern states from Virginia through Texas.

In 1936 he was presented a silver loving cup in celebration of his 50 years in fire insurance and in 1939 the executive committee of S.E.U.A. commemorated his 59 years in insurance and his 40th year of continuous service on that committee.

H. J. Lussem, Jr., Joins C. & F.

Henry J. Lussem, Jr. has gone with Crum & Forster in the underwriting department at Freeport. He attended Drake and then after serving in the navy, did radio announcing at Marshalltown, Ia. For the past two years he has been with Security of Iowa at Des Moines. His father is Iowa state agent of Sun.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. LaSalle St., Chicago
April 24, 1951

	Div.	Bid	Asked
Aetna Casualty	3.00	92 1/2	94 1/2
Aetna Fire	2.25	53	54 1/2
Aetna Life	2.50	70	72
American Alliance	1.50	27 1/2	29 1/2
American Auto	2.00	44	46
Am. Equitable	1.50	24 1/2	26
American (N. J.)	1.00	20 1/2	21 1/2
American Surety	3.00	53	55
Boston	2.65	56	58
Camden Fire	1.15	21 1/2	22 1/2
Continental Casualty	2.50	62 1/2	64
Fire Association	2.60	57	58 1/2
Fireman's Fund	1.60	50 1/2	52 1/2
Firemen's (N. J.) .....	.70	20	21
Glens Falls	2.30	53	55
Globe & Republic .....	.80	13 1/4	14 1/4
Great American Fire	1.50	33	34 1/2
Hanover Fire	1.60	33	34 1/2
Hartford Fire	3.00	126 1/2	128 1/2
Home (N. Y.)	1.80	35 1/4	36 1/4
Ins. Co. of North Am.	5.00	123	135
Maryland Casualty .....	.80	20	21 1/2
Mass. Bonding	1.60	27	28
National Casualty	1.50	33	35
National Fire	2.50	58	60
National Union	1.60	24	25 1/2
New Amsterdam Cas.	1.50	33	34 1/2
New Hampshire	2.20	38 1/2	40 1/2
North River	1.20	25 1/2	27
Ohio Casualty .....	.80	55	57
Phoenix, Conn.	3.00	75	77
Preferred Accident		1/2	1 1/4
Prov. Wash. & M.	1.50	29	30 1/2
St. Paul F. & M. ....	.80	32 1/2	33 1/2
Security, Conn.	1.60	34	35 1/2
Springfield F. & M.	2.00	43 1/2	45
Standard Accident	1.60	34	35 1/2
Travelers	14.00	574	580
U. S. F. & G.	2.00	46 1/4	48
U. S. Fire	2.40	66 1/2	68 1/2

*Includes extras.



American Equitable Assurance Company of New York

Organized 1918

Globe & Republic Insurance Company of America

Established 1862

Merchants and Manufacturers Insurance Company of New York

Organized 1849

New York Fire Insurance Company

Incorporated 1832



Corroon & Reynolds, Inc.

MANAGER

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HENRY C. SMYTH, Vice President
F. ADDISON FOWLER, Vice President
ROBERT VAN IDERSTINE, Vice President

Ranking of Groups by Net Premiums Written

Given here is a ranking of insurance groups by total of net premiums written. Life business is excluded from the totals of those groups writing that coverage.

1950 Rank	Total Premiums Written	1950 Rank	Total Premiums Written
1. Travelers	\$301,221,870	51. Boston	27,633,700
2. Hartford Fire	257,770,997	52. National Union	27,154,871
3. Aetna Life Group	236,852,649	53. Corroon & Reynolds	27,131,622
4. America Fore	218,595,163	54. Northwestern Mutual	26,204,930
5. Home	184,227,233	55. Employers, Dallas	25,233,863
6. Ins. Co. of N. A.	182,623,365	56. Mich. Mut. Liab.	24,352,744
7. Royal-Liverpool	161,462,383	57. Hanover	22,688,428
8. Liberty Mutual	153,777,120	58. New Hampshire	21,104,120
9. General Motors	127,762,827	59. Atlantic	20,739,815
10. James S. Kemper	125,604,353	60. Meserole Group	20,345,209
11. U. S. F. & G.	124,547,001	61. Security, Conn.	19,760,570
12. Fireman's Fund	119,936,836	62. American Reinsurance	18,913,361
13. Loyalty	115,211,590	63. Western, Kansas	18,581,930
14. Continental Casualty	110,631,206	64. Northern of N. Y.	17,902,475
15. Aetna Fire	105,323,563	65. Allied Fire	17,750,791
16. Mutual Benefit	102,413,232	66. American Fidelity	17,288,895
17. Great American	96,364,997	67. Hawkeye-Industrial	16,954,212
18. State Farm	95,913,748	68. Pearl American	16,778,898
19. St. Paul F. & M.	86,514,312	69. Northwestern National	16,128,085
20. Coml. Invest. Trust	81,224,126	70. Trinity Universal	15,541,920
21. Crum & Forster	78,059,160	71. Merchants, N. Y.	15,374,329
22. Employers	71,612,395	72. Hardware Mutual	14,972,389
23. American Associated	68,818,983	73. National Grange	14,892,079
24. Employers Mutual	67,997,039	74. Sun of London	14,682,871
25. Sears Roebuck	66,311,588	75. Agricultural	14,172,190
26. American, N. J.	64,582,591	76. Ohio Farmers	13,971,220
27. Farm Bureau, Ohio	64,576,082	77. Bituminous	13,492,788
28. American Mutual	61,292,896	78. Pennsylvania Mfrs.	12,893,458
29. General America	56,896,604	79. New Jersey Mfrs.	12,741,778
30. Phoenix-Connecticut	54,803,474	80. Buckeye Union	12,409,259
31. Trans-America	53,916,985	81. Globe & Rutgers	12,087,603
32. Swiss Reinsurance	53,581,738	82. Gulf, Texas	11,059,611
33. Glens Falls	53,423,416	83. Central Surety	10,841,902
34. National of Hartford	52,193,530	84. London	10,776,227
35. General Accident	50,137,996	85. Royal Exchange	10,772,000
36. Zurich	49,132,533	86. Northern, Eng.	10,248,151
37. Commercial Union	47,974,955	87. Indiana Lumbermens	9,543,746
38. Chubb & Son	45,805,474	88. Factory Mutual Liab.	9,536,206
39. Springfield F. & M.	44,302,109	89. Atlas Group	9,232,185
40. Standard Accident	43,600,632	90. Scottish Union	8,458,406
41. American Surety	38,429,146	91. Republic	8,392,428
42. Coml. Credit Group	37,768,563	92. Yorkshire	8,110,930
43. Phoenix of London	37,572,638	93. Fester, Fothergill & Hartung	8,015,418
44. Ohio Casualty	32,892,123	94. Calif. Compensation	7,478,706
45. North British	32,619,111	95. Houston F. & C.	7,457,909
46. American Casualty	30,012,735	96. Coml. Standard	7,398,972
47. General Reins. Corp.	29,559,366	97. Caledonian	7,342,578
48. London & Lanc.	29,241,748	98. Millers National	7,024,442
49. Fire Association	28,625,626	99. Reinsurance Group	6,627,238
50. Providence Washington	28,497,816	100. Norwich Union	6,014,613
		101. J. A. Munro	5,874,909
		102. New Zealand	5,700,617
		103. Century	5,301,550
		104. American Indemnity	5,180,513
		105. General Insurers	4,574,283



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Springfield, Mass.

NEW ENGLAND INSURANCE COMPANY
Springfield, Mass.

MICHIGAN FIRE AND MARINE INSURANCE COMPANY
Detroit, Mich.

OF INSURANCE COMPANIES

1950 Rank	Total Premiums Written
106. Cooperative	4,300,621
107. Talbot, Bird & Co.	3,794,089
108. Celina Mutual	3,661,614
109. Tri-State	3,521,141
110. Selected Risks	3,491,207
111. Seibels Bruce	2,337,647
112. National, Omaha	2,251,518
113. Secured	2,107,554
114. Louisville	1,928,925
115. Canadian	1,649,698
116. American Title	1,626,259
117. Climarron	1,320,551
118. Appleton & Cox	1,314,518
119. Progressive	1,275,905
120. Suburban Casualty	1,142,711
121. Merchants Fire	1,012,917
122. Chas. L. Jackman	981,625
123. Broderick	320,976

Meyer National Underwriter Manager at Minneapolis

Howard J. Meyer has been appointed resident manager of the National Underwriter Co. at Minneapolis, succeeding Roy W. Landstrom, who has resigned after 30 years of service. Mr. Meyer, who will take over the company's branch office at 558 Northwestern Bank building, Minneapolis, will have supervision of the business operations of the National Underwriter Co. in Minnesota and Wisconsin.

After receiving his degree in business administration at the University of Cincinnati, Mr. Meyer served in the army as an enlisted man and also as an air officer and pilot in the air transport command. His business career began with a department store at Duluth, following which he did sales work for Standard Oil of Indiana, with headquarters at Moorhead, Minn. He returned to Cincinnati in 1950 as a salesman for Ballard & Ballard of Louisville, and joined the National Underwriter Co. late last year.

New Calculator Gives Direct Five-Year Reading

CalCo Products, Inc., of Cincinnati, a concern which has been active for some years in pioneering in the development of insurance calculators, has just announced its new "Duplex" insurance calculator.

It has been felt in the past that no great need existed for a five year calculator as the general analysis of business indicated that less than 5% of fire, casualty and marine business was written for that term. The adoption of various installment payment plans in many states has changed this picture.

To meet this demand, a new one, three and five year, pro and short rate percentage calculator has been developed to which have been added multiplication scales for checking and computing term rates, coinsurance rates and premiums. Of laminated plastic construction, the scales are overlaid with a thin vinylite sheet giving a glass-like finish which prevents any possibility of wear or smudging. Instead of reading in conventional earned percentages, this calculator reads directly in unearned percentages thus eliminating the necessity of deducting from 100 in computing additional and return premiums.

The company states that so far as it knows, this is the only calculator on the market having direct reading five year scales.

Complete information may be obtained from CalCo Products, Inc., Federal Reserve Bank building, Cincinnati 2, O.

Lamond Goes Independent

Everett H. Lamond, who has been in charge of the western claims department in the company ranks at Chicago, is opening an independent adjustment office at Philadelphia at 1407 Market street, handling fire, inland marine and burglary.

Mr. Lamond in 1927 started in insurance with Security of New Haven in the underwriting department. Later he was named assistant superintendent of fire, auto and inland marine claims. He went with Pacific National Fire at Philadelphia in 1935, opening the east-

ern claims division. In 1943 he was elected assistant secretary of Pacific National.

Mr. Lamond is a member of Loss Executive Assn. and is secretary and treasurer of Western Loss Assn. He is a charter member of the Inland Round Table of Chicago.

Fla. Solons Shun Code Bill for Lighter Reading

State Senator Henry S. Baynard of St. Petersburg who, in private life, is a local insurance agent, is now quoted as being in the dumps on the prospects for passage of the insurance code in Florida which was drafted by an interim committee of which he was chairman. He remarked that the bill consists of 346 over-size printed pages and said "that's one of our troubles. The bill is so big—necessarily so—that we can't get legislators to read it and inform themselves as to what it actually contains."

Baynard said the committee had given in to insurance groups on perhaps 70 to 90% of their objections and he said they are still not satisfied.

Six Named by Founders

Six promotions were announced by Founders of Los Angeles following a company field meeting at the home office.

Jack Fontaine, special agent, has been named production manager in charge of southern California and San Joaquin Valley.

C. W. Stevens, who has been with Paul Revere Life, has been named group representative.

R. C. Williamson, who has been claims manager for General of Seattle at San Francisco, has been named claims manager there.

Alfred J. Guetlinger, who has been with General of Seattle, has been named claims adjuster at Sacramento.

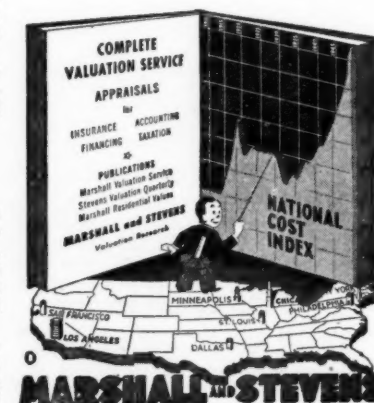
John L. Reese, who has been with St. Paul F. & M., has been named special agent at Sacramento, and N. H. Miller, who has been with General of Seattle, is special agent at San Jose.

R. T. Fitzgerald Promoted

Robert T. Fitzgerald has been appointed resident vice-president at Providence for Resolute.

Mr. Fitzgerald prior to 1927 was in various positions in the automobile business in Massachusetts. In 1927 he joined Morgan Motors in New Bedford as office manager. In 1929 he was secretary of the Capitol Motor Car Co. of Hartford. In 1931 he joined Auto Owners Finance Co. as vice-president. In 1950 he became special agent for Resolute.

Ken Bong, director of National Insurance Buyers Assn. and one of its incorporators, spoke at a dinner meeting of Insurance Buyers Assn. of Minnesota at Minneapolis.



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Chorus Asks for WDC Reinsurance of "Comp" War Risk

(CONTINUED FROM PAGE 1)

of State Workmen's Compensation Funds, American Mutual Alliance, American Reciprocal Assn., National Assn. of Insurance Agents and National Council of State Self-Insurers Associations.

Mr. Stellwagen said these insurance interests desire speedy enactment of legislation empowering a reconstituted WDC to provide "comp" reinsurance to self-insurers and insurance companies and state funds in respect of deaths and injuries resulting from war. It is essential, he concluded, to remove at the earliest possible moment any possibility, however small, that loss reserve funds will be depleted or impaired by the effect of war losses on the resources of insurers.

The extent to which injuries or deaths to employees by enemy action will be held compensable by the courts cannot now be determined with certainty.

Some lawyers hold there is a distinct possibility that employers would be held liable where employees are injured, as a result of enemy attack on a plant engaged in the manufacture of war materials, on the theory that the employment subjected the employee to a hazard greater than that to which persons not so employed are exposed. Some hold that if a war plant were attacked from the air, and an enemy bomb were to fall on a neighboring non-war plant, or having struck the war plant, employees in the neighboring non-war plant were injured or killed, the employer in the non-war plant might be liable, because the proximity of the non-war plant to the war plant created an abnormal hazard. Many variations of this situation can be imagined.

Enemy attack on an entire area could cause thousands of injuries and death to employees. Employers and insurers could be faced with potential liability so great as to exceed their total resources—potentially and patently so great it could make workmen's compensation insurers insolvent and employers bankrupt. If in such cases the courts hold employers liable for workmen's compensation, the effect on employers, on insurance companies and state insurance funds would be catastrophic.

National Interest

In the national interest employers should be relieved from any liability for death and injuries resulting from war. The complete and ultimate solution of this problem involves so many and such important matters of public policy as to require thorough study and consideration, so that considerable delay in arriving at that solution may be anticipated.

However, in the meantime, as a measure of immediate and essential relief, Congress should authorize a reconstituted WDC to reinsure workmen's compensation insurers including state funds and self-insurers for losses due to the hazards of war. This would not hinder the eventual provision of complete relief under such later legislation as Congress may enact, embracing the whole field of war injuries, but in the meantime would give assurance of protection against economic disaster should enemy attack occur before such over-all legislation is enacted.

The reinsurance agreement would state that WDC would indemnify the insured casualty company for compensation and employer's liability losses resulting from war, and for which the casualty company was adjudged to be liable under its original policies. If the casualty company were required to establish a reserve for such losses pending their adjudication, then the casualty company could take credit in its financial statement for such reserve. WDC would follow the fortunes of those which it reinsures.

Reinsurance is suggested as a solution to the problem because of the fact that the state compensation laws

do not exclude liability for death and injuries resulting from war and because the statutes provide that compensation policies may not be issued to cover anything less than the total liability contemplated by the compensation laws. It would be illegal to write compensation policies with a war exclusion or to write policies so restricted as to provide only war risk coverage.

Mr. Stellwagen said his people recommend that the annual reinsurance premium payable to WDC be computed by applying a rate of one cent to each \$100 of insured payroll.

Wording Is Suggested

The legislation, he said, should be worded so as to provide protection against "such liability as may exist" under the compensation laws. Since compensation policies include coverage for the employer's legal liability for occupational accidents and disease, the protection offered by way of reinsurance should not be confined to a definite employers' liability act or similar law, but should be available broadly for the total liability of the employer, whether by statute or common law.

Other witnesses included Bernard R. Stone of Nebraska, who is chairman of the N.A.I.C. federal legislation committee; A. L. Kirkpatrick, manager U. S. Chamber of Commerce insurance department; Miss Mary Donlon as legislative chairman of International Assn. of Industrial Accident Boards & Commissions; Lawrence Wilkinson, director New York State Civil Defense Commission; Ralph A. Brooks, New York City Commerce & Industry Association, and Frank J. Marryott, general counsel of Liberty Mutual.

Bohlinger Is on Hand

Superintendent Bohlinger of New York attended but was not a witness.

Senator Frear at the outset remarked that the whole problem of war damage insurance is one of great magnitude. Such legislation, he said, might commit the federal government to a huge financial liability, "when we consider that the present value of real estate alone in the U. S. is estimated at \$400 billion, and the destructive force of weapons has increased tremendously within the last six years."

"Nor is the problem alone one of large amounts of money. We should consider the inflationary effect of the involuntary conversion of property to money through insurance payments during a period when building materials will probably be in short supply. We must also consider the need for allocating available materials for rehabilitation and repair to structures and areas which most need rebuilding. Further we must decide whether insurance programs under this proposed legislation should be voluntary, as during World War II, or compulsory in order to avoid the disadvantages of adverse selection."

Not Complete Answer

Mr. Stone spoke for reinsurance of such workmen's compensation war risk hazards as may exist. He said he realizes that the problem would remain of non-occupational civilian injuries and deaths resulting from acts of war. This aspect of the problem is complex and cannot be resolved immediately, but that should not deter action to alleviate the hazards resulting from occupational casualties.

Mr. Stone voiced the belief that Congress should give serious consideration to legislation to enable the states to meet the financial impact of benefits for civilian defense volunteer workers who are injured or killed in line of duty.

The civil defense training period can be covered by insurance companies, he said.

Mr. Kirkpatrick said war damage indemnity for property must be under-

taken by the government separate from and supplementary to private insurance coverage and in such form that when written in conjunction with standard property damage insurance policies it will give complete but not over-lapping coverage. The plan should include authorization to reinsure any possible liability for war risk losses of an employer, insurer, or state fund under any workmen's compensation law. The government should not undertake to provide coverage against any peril or contingency which private insurance companies are able to assume. The principles and procedures established by WDC of World War II should be used as a guide.

In order to keep the domestic economy functioning properly, there must be an advance commitment to a definite and workable plan of indemnity for war losses.

In World War II the French had reported property losses of approximately \$2½ billion, of which \$2 billion has already been paid even under the present conditions of the French economy. England likewise had reported losses of

approximately \$5 billion, the greater part of which has been, or is in the course of being, paid. This demonstrates that so long as a country is victorious in a war, it can afford an indemnity plan.

Senator Dirksen of Illinois inquired about including coverage of the values of lands, which might be contaminated in modern warfare. Mr. Kirkpatrick replied the British plan took that into account.

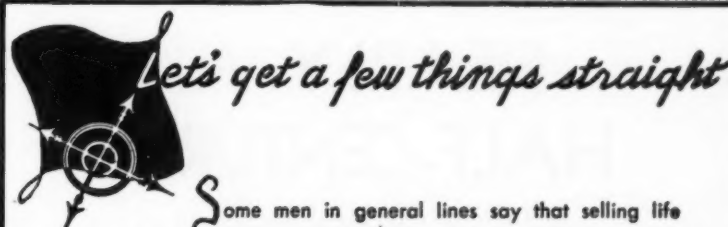
Miss Donlon made a strong plea for the compensation reinsurance plan.

Senator Ives of New York said it is not proposed to place the government in the insurance business. What is planned is to insure the companies so that if anything happens they may remain in business. The object is to prevent the insurance business being wiped out.

Regarding suggestions that war damage legislation should cover bodily injury generally, life insurance, and other phases, Ives urged that pending legislation be acted upon separately and that if necessary later on other phases can be dealt with, as in Britain.

Senator Schoepel of Kansas asked Miss Donlon, "If the government backs up the states, how can we do it in your field and not do it in the life field?"

"So far as I know there are no state laws that require anybody to take out



Let's get a few things straight

Some men in general lines say that selling life insurance is too complicated and takes too much time. Our answer is, "Lots of them are doing it successfully right now—why can't you?"

We have been in the business for 56 years, and in that time we have learned to understand the problems of the general insurance man and have also learned how to help him in a lot of ways.

Men in general lines who become associated with us, stay with us. We give our agents lifetime contracts, and under those contracts we pay them the best commissions obtainable.

Our representatives begin making money right away from life insurance and it frequently helps their general business. To get started, they only have to understand our three special policies which cover 90 per cent of their clients' life insurance needs.

A LIFE insurance contract with us is CLIENT insurance for you. It will guard your present clients from competitors who have added life coverage to their lines, and it will add to your income. Write to Charles W. Arnold, Vice-President and Superintendent of Agencies, Box 139, Kansas City, Missouri, for full details.

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life policies for someone else," said the witness, "whereas there are laws requiring employers to assume compensation obligation. It is proper to make a distinction between statutory obligations and voluntary insurance."

Under questioning by Dirksen, Miss Donlon said a new New York law provides for compensation coverage of civil defense workers at the regular scale of benefits for a limited time, including weekly cash payments and medical and hospital service. Four states have similar provisions, she indicated.

When Dirksen referred to civil defense workers, some of them self-insured and others not insured, and future volunteer civil defense workers, Miss Donlon said they would come under the law. She would make no estimate of possible bomb damage and injuries in big cities. In reply to Dirksen's question whether enrollment in civil defense is hampered by lack of compensation coverage, Miss Donlon said it is a "frequent question" raised by prospective workers.

Civil Defense Workers

Lawrence Wilkinson, acting chairman and director of New York state civil defense commission, said although primary responsibility for civil defense is placed upon the states, it is clear that the individual states and their cities are not preparing to resist a local enemy, but to play their part in resisting the enemies of the U. S. There is, there-

fore, every justification for the states to look to the federal government to provide the insurance or reinsurance needed for the volunteers the states have mobilized for the defense of the U. S.

If the financial risk involved is insurance of civil defense volunteers it is unlikely that any state could stand the financial impact of atomic attack.

Was any consideration given to the states paying premiums for federal protection? Frear wanted to know.

The witness said defense officials had extensive conferences with insurance companies, and he believed such premiums "can be calculated for a pre-attack period, but there is no basis for determining what the premium should be to cover consequences of atomic attack." Therefore, both the officials and the companies concluded it was not a proper risk to be assumed by private companies.

Proposes Excise Tax

James F. Cook, Jr., president of National Assn. of Building Owners & Managers, passed along "as an interesting proposal worthy of careful consideration" that the cost of war damage insurance be financed by a federal excise tax on fire insurance premiums, providing automatic coverage in like amount.

There should be given to those insured under such policies, war damage insurance coverage in the same amount as the fire insurance and affording protection for the same insured property.

To provide war damage insurance protection for individuals and corporations which are self insurers against loss or damage by fire, and to provide excess coverage for individuals and corporations desiring protection greater in amount than their fire insurance coverage, the government should make such insurance available on a voluntary basis. Undoubtedly the railroads, steel companies and other large companies, who are now self insurers, would want war damage protection, in view of their vulnerability, thus spreading the coverage and assumption of cost over the entire country.

In any case, the charge for the first year's insurance should be no more than to create a reasonable reserve unless grave changes in the international picture intervene, prior to date of administration. Policies should be written for terms limited to one year, the rate for subsequent years being gauged by loss and cost experience. Thus will be accomplished a conservative approach, with an initial charge and subsequent program acceptable to all participants. By "pooling" all proceeds with attendant costs, future contributions can be kept in realistic relation to requirements.

Federal Problem

Louis Buffler, speaking for American Assn. of State Compensation Insurance Funds, said liability for injury and death suffered by workers in the course of, and incident to, their employment resulting from enemy action is singularly and essentially a federal problem which should be acknowledged through the enactment of a measure that will provide appropriate reinsurance to prevent the insolvency of the institutions and the employers here represented.

Senator Schoeppel raised the question that people outside a bombed industrial plant have life insurance and suggested pending legislation would be "discriminatory. Unless we took steps, what will happen to the life companies?" he asked.

Buffler admitted that it might be discriminatory, but urged that Congress "do first things, first." Compensation liability may arise "fast," he said, whereas the other matter is a long-range problem for future consideration. His proposal would not interfere with that, he said.

But Schoeppel suggested legislation cannot be discriminatory. "It is like a chain reaction," said he. "Where can we stop? How far shall we go?"

Buffler replied his group is alert to other problems, but his proposal would not prejudice them.

Ferguson Makes Distinction

Senator Ferguson, Michigan, author of one of the pending war damage bills, drew a distinction between statutory compensation liability, fixed immediately, and other possible liability.

"Life insurance problems must be considered," he said. "A life insurance policy is a voluntary contract, a company can provide it shall not cover war risk, but in compensation you can't provide for that. We should start at least with this and then try to take care of other matters."

Walter Linn, secretary of National Council of State Self-Insurers Associations, said self-insurer opinion from coast to coast unanimously favors the proposal to include possible catastrophic workmen's compensation hazards in any war damage insurance measure that may be enacted.

Schoeppel referred to the suggested 1 cent per \$100 payroll loading charge and asked what about charging 1 cent per \$1,000 on the value of real estate which was estimated at \$400 billion, or even 10 cents per \$1,000.

"Might that not be a pretty good anti-inflation proposition or forced savings?" he suggested.

Mr. Marryott said the ultimate need of compensation insurers is complete relief from war injury hazards. This can be accomplished by judicial de-

cisions that war injuries are not within the scope of workmen's compensation acts; by amending the compensation acts of all jurisdictions to exclude war injuries, or by a federal act having the effect of excluding war injuries from the coverage of all workmen's compensation acts.

"We dare not wait for the judicial decisions. We doubt if state legislatures would act uniformly or in time. We believe that such a federal act is, ultimately possible, at least from a constitutional standpoint. But we also believe it likely that it would be enacted only as a part of a comprehensive scheme. This would present difficult questions.

"The designers of a comprehensive plan for dealing with civilian war injuries and with property damage would, we suppose, first decide whether any compensation would be paid by the government. It is also necessary to decide whether injuries sustained while at work should be compensated for at the same rate as injuries sustained while not at work. What scale of benefits shall be used? How should this scale relate to the workmen's compensation scale prevailing in the state? Is the same scale to be applied countrywide?"

System of Priorities

"Should all persons injured by war be entitled to free medical and hospital care? If so, what system of priorities shall be applied if the facilities are grossly inadequate? Is the right principle that of helping those most in need or must the test be that of maximum contribution to the economy?"

"On what basis is rebuilding to be permitted?"

"Are contractual obligations to be suspended? How about rent obligations if evacuation, rather than destruction, is involved? Is there to be a mortgage moratorium? How about charges for water, electricity, gas and telephone service?"

"Who will administer such a program and to what extent will facilities of private insurers be used? How much of all this can be done on an insurance basis and how much on a tax-supported basis?"

"Questions of this sort seem to us to present some highly complex and controversial problems in fields in which not very many of us are entitled to firm views. Some of these matters are probably going to be discussed at length before they are settled. Certainly this was the case in Great Britain and, now that the atom bomb has complicated the whole question, their experience is of questionable value to us.

Delays and Difficulties

"We suggest that it hardly seems wise to fail to do some things which need doing because there are so many other things which might be done. Thus, in view of the likelihood of considerable debate before settling the questions inherent in any comprehensive program, the delays and difficulties involved in creating the necessary machinery, we urge that the legislation under consideration be enacted promptly. This will not prejudice the study and work which must underlie a total solution and this part of the solution can be changed or integrated with a more complete program when it is evolved."

In reply to committee question, Mr. Marryott said experience in Britain is that "you don't get a broad comprehensive scheme enacted until the people believe bombs are about to fall. The question of free medical and hospital care presents many knotty problems. Through no fault of our own, we are in a very dangerous position and the result is to jeopardize the entire compensation system."

Schoeppel suggested that last year there was opposition to war damage legislation on a "piecemeal" basis. He raised the question whether the federal government could constitutionally exclude war injuries from compensation

(CONTINUED ON PAGE 34)

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Pacific Fire in Centenarian Group

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ident of Albert Willcox & Co. of New York, reinsurance brokerage firm. Another son, L. R. Bowden, Jr., was with the brokerage firm of Walter F. Martin & Co., New York, before the war.)

The contract of the Frelinghuysen general agency ran from about 1902 to about 1915 and originally covered U. S. and Canada. But in 1910 it was amended to read North and South America and adjacent islands. In 1912 Pacific Fire was issuing a joint policy under the name of Pacific Underwriters in conjunction with Greenwich Insurance Co. In 1913 it was merged with Pacific.

In 1915 Mr. Meserole and Mr. Bowden withdrew from the Frelinghuysen agency and started a separate organization for Pacific Fire. This was the initiation of the present management with Mr. Meserole continuing as president and Mr. Bowden as vice-president. In 1919 the two assumed management of the fire department of Bankers & Shippers of New York and in 1920 the management of the entire company.

Late in 1920 they assumed underwriting management of New Jersey, now Jersey of New York, and in 1929 the entire management. The three companies now constitute "the Meserole group."

Heacock Sixth President

Mr. Heacock became the sixth president in July, 1940, with Mr. Meserole as chairman and Mr. Bowden vice-chairman.

The growth of the company under the Meserole management was notable, reflecting sound management, which was, however, coupled with an independent spirit of operation. After December, 1915 there were 23 officers and employees, a capital of \$400,000, assets of \$1,238,226 and a net surplus of \$326,179. Net premiums that year were \$609,398.

Premium writing, about \$35,000 the first year, passed \$100,000 in 1856, \$200,000 in 1873, \$300,000 in 1885, \$400,000 in 1899, \$700,000 in 1913, \$1 million in 1917, \$2 million in 1922, \$3 million in 1925, \$4 million in 1939, \$5 million in 1941, \$6 million in 1947, \$7 million in 1948 and \$8 million in 1950. Assets have grown to \$17,950,107 as of the last an-

nual statement. The group's employees now total 434, the companies have a Pacific Coast department with branches in Los Angeles and Seattle, a service office in Chicago, and field representatives over the country. Since May, 1939, the companies have had their own building at 12 Gold street.

Dividends have been declared in or for every year in the 100 year history, approximately \$8 million. No dividends were actually paid in 1903 and 1904 but in 1908 and 1909 directors declared special additional dividends applicable to those years. Mr. Bowden died in 1948 and Mr. Meserole early this year after an association of almost half a century.

In anticipation of the centenary, E. G. Crapser, vice-president, has been collecting mementos and digging into archives for some months. He has put together a considerable collection of material that marks in a revealing way the course of the company of the first 100 years—policies, pictures, newspaper clippings, drawings of early day scenes in New York City, an old fashioned album with pictures of officers, etc. One memento, showing the funeral of Henry Clay passing the Pacific Fire building turned up after a long search through thousands of old New York City prints. Mr. Crapser spotted the scene, thought it might be at Grand and Broadway, and had it enlarged. When he did so, the Pacific Fire sign showed up. A copy of an 1859 newspaper contains advertisements of Hartford Fire, Connecticut Fire, Peter Cooper Fire, Conway (Mass.) Fire, Market Fire, Sun Mutual, Brevoort, some others and Pacific Fire. An 1851 policy shows \$200 of insurance on household furniture at a premium of \$1.50.

Coming down to modern times, one of the interesting facts about Pacific Fire today is that all but two of its present officers have been with the company 25 years or more, yet many of them qualify as young since they began their careers with Pacific Fire or joined the organization early in their business lives.

Life and Property Security Valuation Systems May Part

(CONTINUED FROM PAGE 1)

willing to ride along with market values. In particular, he stated, the fire and casualty business would object to setting up specific reserves as suggested by the life company plan. On a selfish basis, he said property and casualty insurers might be inclined to oppose the plan since part of the market for preferreds would be pre-empted by the life companies if they are allowed to use an amortized valuation basis. Again commenting on the problem of setting up special reserves, he said that non-life insurers prefer to have their reserves free. They consider fluctuation of values to be a business risk. They don't mind taking it. Fire and casualty companies have problems with direct placements.

Mutuals Don't Oppose

Joseph F. Murphy of Lumermens Mutual Casualty, said American Mutual Alliance took no position on the report and had no objection to it. He did suggest that companies be given an option of valuing common at cost so long as cost is less than market. He said that possibly a 50 year amortization period for preferreds, as suggested by the life companies, might be too long.

Texas Rating Measures Are Hotly Contested

A bill has been introduced in the Texas legislature, presumably at the behest of the factory mutuals, to provide for the companies rather than the state making and filing rates for superior risks that are genuinely interested in fire pre-

vention and that are getting an inspection service that is approved by the insurance department. This is a controversial bill and is arousing much interest.

Another controversial bill in Texas on a rating matter is that sponsored by Assn. of Casualty & Surety Companies, by motor truck interests, and the Texas agents. It would legalize interstate and retrospective rating and graduation of expense in workmen's compensation and motor vehicle rating laws. Texas Employers Insurance Assn. is bitterly opposing this legislation. T.E.I.A. went out against a similar bill at the last session and succeeded in stifling it very easily but its influence is far less potent this time on this measure.

Annual Renewal Plan Backers Present Arguments at North Carolina Hearing

RALEIGH—Sponsors of the annual renewal plan for fire insurance argued during a public hearing before Commissioner Cheek that there is no essential difference between it and the installment premium plan.

The only difference, according to R. R. Wilde, vice-president Globe & Republic, who represented Corroon & Reynolds at the hearing, is the renewal feature each year. The rate is the same, he said.

Commissioner Cheek took the position that the proponents of the plan "are asking for a modification of North Carolina's reserve requirements." The policy would be backed by reserves for only one year, he pointed out, while the installment plan is backed by reserves for five years.

Mr. Wilde conceded that the question of reserves is involved but claimed there would be no modification of the state's requirements since it is a one-year policy and would be backed by one-year reserves.

"I think you'd be surprised," Mr. Wilde predicted, "at the number of companies interested in the installment

plan that would go to the renewal plan if it is approved."

The annual renewal proposal came before the commissioner on appeal from a ruling of North Carolina Fire Insurance Rating Bureau disallowing it. W. T. Joyner, general counsel for the bureau, stated the bureau's objection to the annual renewal plan is the same as the objection to the installment premium plan—i.e., the contention the plan is discriminatory as to rates.

Willing to Compromise

Mr. Wilde and Ernest Winter, vice-president of Merchants Fire, said they were willing to make several changes in their filing in order to meet questions raised during the hearing. One of these, pointed out by Commissioner Cheek, was that the installment plan premiums are based throughout the life of the policy on the rate prevailing at the start, while under the annual renewal plan each year's premium would be based on the then current rate.

"We're not interested in the rate deviation," Mr. Winter asserted. "We're just trying to meet competition with this plan. . . . What we are primarily interested in is writing a term policy to meet the competition of the installment plan."

Mr. Cheek said the point that puzzled him was whether to regard the plan as a term plan or an annual plan. He left the matter open for further filing by the groups interested in it.

Others attending the hearing included Irving F. Brigham, assistant secretary of Buffalo; Louis E. Woodbury, Jr., president of North Carolina Assn. of Insurance Agents; S. G. Otstot, executive secretary of the association, and Landon Hill, manager of the bureau.

Agency to Sponsor Forum

Jaffe Agency, Brooklyn, will sponsor a dishonesty insurance forum May 1. Principal speakers will be John Madigan, assistant manager of Maryland Casualty, New York, and Audley Davis, fidelity department manager of Maryland Casualty.



One of a series of posters being used in all public places, such as schools, churches, clubs and organizations.

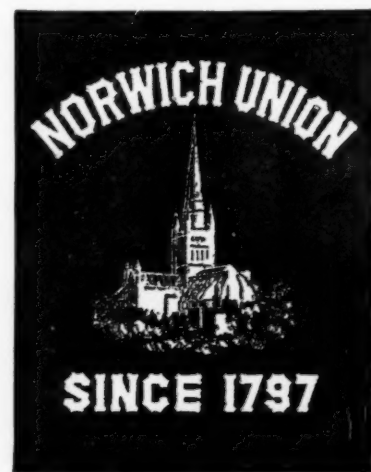
A city-wide campaign against fire hazards in Chicago's Negro Districts has developed keen interest. The press, radio, churches and many social and civic organizations have joined hands to reduce the hazards of fire during this year.

WILL YOU HELP US?

This is not an appeal for financial assistance. There are many other ways in which you can help us without inconvenience to yourself. Just write a letter or card and we will explain the kind of assistance we need.

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NEWS OF FIELD MEN

List Speakers for Ohio Field Groups' Annual Meets

The Ohio Fire Underwriters Assn., the Fire Prevention Assn. of Ohio and the Ohio Assn. of Fire Underwriters will hold their annual meetings June 12-14 at Uniontown, Pa. Speakers will include L. H. Wiggers, manager insurance department Procter & Gamble, Cincinnati; C. H. Eichhorn, president Ohio Assn. of Insurance Agents, Columbus; Walter Dithmer, Western Underwriters Assn., Chicago; B. R. Walinder, secretary farm department America Fore, Chicago, and M. R. Clark, local agent, Hamilton, O.

Mr. Wiggers will tell of the problems confronting buyers of insurance and Mr. Eichhorn will explain the problems which the insurance agent

faces. Mr. Dithmer will represent company management and Mr. Walinder will discuss proposed farm form and rate schedules. Mr. Clark will present his award-winning safety film and lecture.

At the Fire Prevention Assn. annual meeting, Richard E. Vernor, Western Actuarial Bureau, Chicago, will speak. The Sam Coldwell Memorial Award will be presented at the banquet.

Royal Sends Boyle to Ky., Shifts Carlson and Baron

David J. Boyle, special agent in northeastern Ohio for Royal-Liverpool group, has been transferred to western Kentucky as associate state agent with Ernest Triplett. His headquarters are at Owensboro. Before going to Ohio in

1949, Mr. Boyle was state agent in New York for Virginia F. & M., after having served approximately seven years in the home office of that company.

Victor C. Carlson, special agent in southeastern Ohio, has been transferred to the northeastern territory as special agent with headquarters at Cleveland.

Allen L. Baron, special agent at Minneapolis, has been transferred to Columbus to succeed Mr. Carlson.

Barrett Forms Meserole General Agency in Kan.-Mo.

William W. Barrett has been appointed general agent for Kansas and all of Missouri except Kansas City and St. Louis by Pacific Fire, Bankers & Shippers and Jersey of the Meserole group. His office is in the Porter building at 406 West 34th street, Kansas City. Mr. Barrett has been in the fire insurance business since 1929 and with

Fireman's Fund since 1942. He is most loyal gander of the Kansas Blue Goose.

Mr. Barrett is a graduate of University of Kansas. He went with Home in the eastern Kansas field in 1929. For a time he was with the McKnight general agency and from 1936 to 1942 he was Kansas state agent for New Hampshire Fire. He became Fireman's Fund state agent in 1942 and since 1948 has been manager of the Kansas City service office.

Great American Adds to Indiana and Iowa Staffs

Frank A. Peterson has been appointed special agent in southern Indiana for Great American with headquarters at Bedford. He succeeds John G. Tafinger, who resigned to return to inspection bureau work.

Mr. Peterson graduated at Albion college and then was in uniform. He got his insurance start with the Michigan Inspection Bureau and went with Great American early last year. He has been a special agent at Grand Rapids.

Glenn W. Tozer has joined Great American as special agent in Iowa, assisting State Agent Fred E. Brake with headquarters in the Paramount building at Des Moines. After serving in the navy three years he has been with Iowa Inspection Bureau until this time.

Shift Sparenberg to Kansas

Carl H. Sparenberg has been appointed state agent in eastern Kansas for Fireman's Fund, replacing W. W. Barrett, who has resigned.

Mr. Sparenberg will have headquarters at Topeka. He has been special agent-engineer for Fireman's Fund in eastern Missouri for several years and before that was with Kentucky Inspection Bureau. He is a navy veteran and a fire protection engineering graduate of Illinois Tech.

D. S. Woerner Sent to K. C.

Donald S. Woerner has been appointed special agent for American at Kansas City, Mo., assisting State Agent eneth L. Hingst. Mr. Woerner replaces John L. Comstock, who has been transferred to the eastern field. Mr. Woerner has had experience in the western department in underwriting and survey work.

Osgood in New York Field

John F. Osgood has been appointed special agent for Boston in Albany, N. Y. He will assist Special Agent W. Richard Webster in the eastern New York field in development of the casualty and surety business.

He has been in casualty field work, his insurance experience dating from 1936.

Chandler, Okla., Inspected

At the inspection of Chandler by Oklahoma Fire Prevention Assn. George E. Wyatt, Hartford, gave the main address at the luncheon and R. W. Wallace of Royal spoke in the schools. Fire prevention films were shown by M. G. Elkins, Northern of England.

Weiden S. F. Special Agent

Robert J. Weiden has been appointed special agent of New Zealand, South British and Balise Marine in the San Francisco Bay area to succeed Stanley E. McPherson, recently appointed assistant manager of the three companies.

After army service, Mr. Weiden joined New Zealand in 1945 in the underwriting department as an endorsement clerk and had served as supervisor of the survey department and underwriter.

R. H. Hold to Conn. Field

Home has appointed Robert H. Hold special agent in Connecticut with headquarters at New Haven. Mr. Hold started with Home in 1933, serving in the

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Who is looking for opportunities, in the casualty insurance business, that presently seem far away; this company may have just what you are seeking. We are interested in bringing several young men into the company now as salesmen where promotions for managerial and executive work can rapidly be earned. Immediate placement can be made at Cincinnati, Chicago, St. Louis, Cleveland and other Mid-west locations. For record of company's growth and financial condition, refer to the Argus Chart or any other factual trade publication. Direct applications to . . .

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Desires new connection. Age 42. Have twenty-one years company administrative experience, multiple casualty lines, including organization and operation of Underwriting, Claims, Agency, Engineering and Safety, Statistical Departments; Installation of Regulation 30; as well as the details and promotion of an Accident and Health Division. Address E-65, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

BOND DEPT. MANAGER

Unusual opportunity now with large stock company for experienced bond underwriter. Opening is known to our staff. Salary open. Attractive retirement income plan. Replies held in confidence. Address E-60, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

SPECIAL AGENTS

Progressive and expanding multiple line insurance company need young and aggressive Special Agents to develop new agencies in Southern states. Age 30 to 40, draft exempt. Compensation commensurate with ability. Write, Southern Fire & Casualty Company, Knoxville, Tennessee.

CASUALTY UNDERWRITER

Desired for home office of aggressive multiple line company, prior company or general agency experience in workmen's compensation, general liability and automobile lines essential. Draft exempt. Salary commensurate with qualifications. Unlimited possibilities for applicant selected. Write P. O. Box 1629, Knoxville, Tenn.

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For a growing Ohio casualty company. College training and insurance experience necessary. Salary open. Our employees know of this ad. All replies treated confidentially. Address E-81, The National Underwriter, 175 West Jackson Blvd., Chicago 4, Illinois.

ADJUSTER

To be resident at Oshkosh, Wisconsin. Good starting salary and excellent possibilities. Must be fully competent casualty and automobile. Write giving qualifications, salary expected and age. Replies confidential.

Joseph Rice & Company
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Casualty Department Manager, C.P.C.U., College, with successful record. Staff material for agency, branch or company. Prefer west or midwest. Replies confidential. Address E-83, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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Two years successful agency experience, plus additional insurance background will enable me to aid an agent who wants more production and better servicing of his clients. Want to prove my efficiency in sales and agency work. Would like possibility of eventually becoming part or sole agency owner. Graduate, U. of Pa. Can furnish references from insurance sources. Ex-army officer, age 32. Address E-85, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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4 yrs. Casualty Underwriting Experience—1 yr. General Agency Experience—Married—World War II Vet—No Reserve Status. Address E-77, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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Splendid opportunity for man over 35 years of age with casualty experience for outside selling and service. Old established agency in Detroit. State qualifications. All replies confidential. Excellent future. Address E-78, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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Large multiple line company wants an experienced compensation claim man in Chicago office. This position offers a good opportunity for advancement. Our employees know of this ad. Address E-79, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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Outstanding long established General Agency operating in Colorado, Wyoming, New Mexico, and Arizona, is seeking additional facilities due to tremendous growth. Can produce substantial volume diversified business, excellent loss experience. Exceptional opportunity for aggressive organization.

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eastern department until 1942 when he was transferred to the service department. Following military service he rejoined the service department as supervisor of New England operations.

Eastern Ia. Puddle Elects

Herman E. Licht, Licht Adjustment Service, has been elected big toad of the Eastern Iowa puddle of Iowa Blue Goose at Cedar Rapids. Charles F. Fyer, Western Adjustment, was named pollywog; Julius A. Beuster, Underwriters Adjusting, croaker, and Newman Durrell, New Hampshire Fire, bouncer.

Luce to L. A. for Phoenix

Charles C. Luce, state agent in Arizona for Phoenix of Hartford, has been appointed agency superintendent for that company at Los Angeles. Before taking on the Arizona field, Mr. Luce was special agent in southern California.

Hugh P. Hipps, special agent at Phoenix, has been named to replace Mr. Luce as state agent.

Wis. Group Inspects Berlin

Carl G. Schaefer, National Fire; president of Wisconsin Fire Prevention Assn., and I. G. Stutz, director of fire prevention of Wisconsin industrial commission, spoke at a dinner marking completion of an inspection of Berlin. Twenty-two field men and engineers took part in the inspection.

Deibert in N. C. Field

The St. Paul companies have appointed Thomas W. Deibert special agent in North Carolina, to be associated with State Agent Ralph Carter and Special Agent W. C. Hill with headquarters at Charlotte.

Hartwell Ohio Speaker

Ohio Fire Underwriters Assn. will meet at Columbus May 8. C. R. Hartwell of Factory Insurance Assn. will speak on "Operation F. I. A."

Plan N. J. Golf Outing

The golf outing of New Jersey Insurance Fieldmen's Assn. will be held at Rock Spring Country Club May 25.

W. S. Gibbons, Kansas manager of St. Paul at Wichita and secretary of Kansas Fire Prevention Assn., and Mrs. Gibbons have returned home after a temporary confinement in a Wichita hospital. Mr. Gibbons suffered a recurrence of an old gall bladder trouble. Mrs. Gibbons had a "flu" attack.

Alamo Field Club, San Antonio, has scheduled an inspection of Taylor for May.

Alamo Blue Goose, San Antonio, Texas, will hold its outing at Lost Valley, Bandera, Tex., May 19.

Fresno-San Joaquin Blue Goose will hold its annual ceremonial and barbecue at Fresno May 11-12. The first evening there will be a ceremonial and banquet at Belmont Inn, and the next day the ganders will go to Stewart and Nuss Park for games and a barbecue.

CHICAGO

EXAMINERS ELECT HAFNER

Assn. of Fire Insurance Examiners of Chicago elected Robert H. Hafner, Aetna Fire, as its president. Other new

officers are W. F. Eckart, Hartford Fire, vice-president; George M. Struble, Fireman's Fund, secretary, and Charles B. Zieman, Hanover Fire, treasurer. Western Underwriters Assn. films were shown.

PLENTY TV AT W.A.A.

W. A. Alexander & Co. at Chicago had six television sets installed in their offices so that all of their 350 employees might watch General MacArthur's appearance before Congress in comfortable surroundings rather than crowding into saloons or craning their necks from a sidewalk vantage point.

DONALD WOOD SLATED

Donald Wood of the Childs & Wood agency is scheduled to address a meeting of Chicago Insurance Accountants Assn. May 24, his topic being "You (Accountants) Are Important People."

Kan. Changes Recommended

The grand jury at Topeka, which cleared Frank Sullivan, Kansas commissioner and vice-president of National Assn. of Insurance Commissioners, of charges of law violation brought by Mrs. Eunice R. Hyre, a former employee, recommended that several state departments be regrouped, reorganized and consolidated in the interest of efficiency and uniformity and that there be more

rigid control of such matters as the filing of expense vouchers, permission of official trips in the name of official business and the use of state-owned cars.

Name Tenney to Marine Post

Charles I. Tenney has been named special agent in Aetna Fire's marine department at Philadelphia. Mr. Tenney attended Trinity College and after graduation joined the home office of Aetna where he was trained in various departments.

Plans for Miss. Gathering

The annual meeting of Mississippi Assn. of Insurance Agents will be held at Hotel Buena Vista, Biloxi, May 24-26. The directors will gather Thursday morning, May 24, and that evening will come the gala seafood jamboree and square dance. The next morning there will be a speaking program and the banquet will be that evening. The business session and election will take place the morning of May 26.

New Metropolitan Unit

The Home Indemnity has opened a new downtown quarters for the metropolitan department at 107 William street, New York. The office formerly at 99 William street will continue to operate under the direct supervision of Manager R. W. Sweeney.

Santa Barbara Assn. Elects

Santa Barbara (Cal.) Insurance Agents Assn. has elected these officers: President, Neil G. James; vice-president, Harold I. Callis; secretary, Adele Dana.

Smith on Canadian Card

Dominion Fire Prevention Assn. will hold its annual meeting at Windsor, Ont. May 3-5 with a program containing 27 items. One of the speakers will be Dennis C. Smith, assistant manager in the western farm department of Home, who is chairman of the agricultural committee of National Fire Waste Council. He will describe rural fire protection and prevention and will show the National Board film, "Fire on the Farm."

Score on Chubb Deductible

Chubb & Son's deductible plan now has been approved in California, Colorado, Connecticut, Delaware, Florida, Georgia, Idaho, Illinois, Kansas, Kentucky, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Jersey, New Mexico, New York, North Dakota, Ohio, Oklahoma, Pennsylvania, Rhode Island, Tennessee, Utah, Vermont, West Virginia, Wisconsin and Wyoming.

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CHICAGO EXAMINERS ELECT HAFNER Assn. of Fire Insurance Examiners of Chicago elected Robert H. Hafner, Aetna Fire, as its president. Other new	Tel. HARRison 7-9381 JAMES J. HERMANN CO. 175 W. Jackson Blvd. CHICAGO 4 General Insurance Adjusters Aurora, Ill.—P. O. Box 13 Kaneville 4891 Joliet, Ill.—226 Herkimer St. Joliet 3-6704	THOMAS D. GEMERCHAK Insurance Adjustments All Lines 285 Great Lakes Life Bldg., Cleveland 14, O. Phones Off. Su. 1-2646 — Res. Fa. 1-9442
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Fire Experience Shown by Lines from Argus Chart

STOCK AND MUTUAL, 1950 PREMIUMS EARNED AND LOSSES INCURRED, ACCESSORY LINES—Figures in Thousands (000 Omitted)

Fire	Extended Coverage	Tornado, Windstorm, Cyclone, Hail	Sprinkler & Water Damage	Hall on Growing Crops	INSURER	Auto Physical Damage	Ocean Marine	Inland Marine	Aircraft Physical Damage	Casualty Lines	Miscellaneous
Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses
20,193	8,819	3,431	3,368	174	196	114	46	73	27	1,670	875
1,482	654	273	207	7	14	7	3	73	27	1,449	176
17	6	10	2							13	13
18	11	9	1								
667	273	122	119	5	5	2					
710	270	144	140	17	17	2	1	4	1		
17,290	6,702	3,618	2,248	104	270	77	38				
19	7	10	—1					173	69		
3		1									
1,842	674	858	358	25	12			25	7		
448	184	90	74	10	10	2	1	14			
588	242	171	101	12	30						
6	2	1	2								
852	379	146	114	7	11	2	1				
1,088	448	231	163	11	7	5	2				
1,043	439	212	219	4	7	5	1				
670	217	205	105	3	2	3	1				
1,835	857	281	257	13	10	10	5				
348	152	173	151	7	3						
42	12	16	16	2	4						
1,266	544	257	266	5	9	6	1				
15,328	5,980	3,052	2,644	175	195	54	10				
156	71	28	30	1	1	2					
1,281	582	155	146	7	6	9	2				
2		1									
100	50	13	6								
1,771	825	289	250	14	13	8	3				
1,080	435	377	216	12	3						
325	141	61	42	2	4	1					
1,467	601	267	290	12	12	12	1				
341	107	118	95	1		1					
463	89	385	200	2							
9,211	3,680	1,859	1,613	106	120	33	6	464	203		
789	327	226	173	6	3	1					
1,484	581	313	268	18	20	6	1	78	34		
48	45	36	18	1		38	14				
3,506	1,581	575	377	14	49	20	7				
2,719	954	432	335	17	7	26	24	278	170		
1,759	768	298	226	16	12	5	1				

TOTALS

Including ALL COMPANIES whose figures are shown in the Argus Fire Chart, EXCEPT those companies for which reference is made to the Argus Casualty Chart. REINSURANCE companies include only the stock companies doing an exclusively reinsurance business. MARINE companies include only stock companies doing an exclusively marine business. ACCESSORY LINE TOTALS include fire business of all stock companies in table on Pages 119-128.*

FINANCIAL REPORT

	Num-ber of Co's.	Year	Assets	Liabilities	Surplus to Policyholders	Net Premiums Written
All Companies (Excluding Factory Mutuals)	696	1950	7,110,622,970	3,930,177,494	3,180,445,476	3,117,737,506
	713	1949	6,151,148,555	3,397,967,606	2,753,180,949	2,796,135,948
Stock Companies	374	1950	6,314,130,184	3,506,737,149	2,807,373,035	2,728,947,074
	370	1949	5,439,198,658	3,029,389,755	2,409,808,903	2,448,431,377
Foreign Companies—U. S. Branches (Included in Stock Companies)	56	1950	533,289,477	336,543,551	196,745,526	236,921,416
	56	1949	487,502,565	303,624,192	183,878,373	222,801,912
Reinsurance Companies (Included in Stock Companies)	25	1950	216,329,585	141,480,953	74,848,642	101,127,328
	25	1949	192,219,270	121,451,737	70,767,533	88,624,768
Marine Companies (Included in Stock Companies)	9	1950	27,967,290	12,122,293	15,844,997	9,147,165
	9	1949	25,229,525	11,292,659	13,936,866	8,119,491
Mutual Fire Companies (Excluding Factory Mutuals)	292	1950	720,439,435	381,103,250	339,336,085	351,408,472
	317	1949	648,304,059	332,366,522	315,937,537	316,417,971
Reciprocal & Lloyds (Fire & Allied Lines only)	30	1950	76,053,351	42,316,995	33,736,356	32,722,030
	26	1949	63,645,838	36,211,329	27,434,509	31,266,650

ACCESSORY LINES IN 1950*

Premiums and Losses of all Stock Companies writing Fire Lines (Figures in thousands—000 omitted)

	Premiums Earned	Losses Incurred	%
Auto Phys. Damage	747,348	305,277	40.8
Ocean Marine	134,827	56,581	42.0
Extended Coverage	215,427	185,620	86.2
Tornado	13,349	20,710	155.1
Inland Marine	211,183	93,654	44.3
Total Accessory Lines	1,389,377	688,688	49.6
Fire	1,070,114	430,409	40.2
GRAND TOTAL	2,459,495	1,119,097	45.5

	Premiums Earned	Losses Incurred	%
Sprinkler	6,512	2,456	37.7
Hall on Crops	27,578	11,357	41.2
Aircraft Phys. Damage	6,549	2,432	37.0
Miscellaneous	26,584	10,501	39.5

* These "Accessory Line" figures exclude all casualty business and consequently differ from the Stock Company totals in the Operating Report above.

OPERATING REPORT

	Premiums Earned	Losses & Loss Exp. Incurred	Underwriting Exp. Incurred	Ratio to Premiums Losses Kept to Earn	Operating Ratio	Net Gain from Underwriting	Increase in Surplus
All Companies (Excluding Factory Mutuals)	2,803,978,357	1,429,721,791	1,177,020,322	51.0	37.8	88.8	196,075,919
	2,753,180,949	1,112,971,999	1,054,913,509	46.0	37.7	83.7	277,709,597
Stock Companies	2,449,913,805	1,265,405,737	1,052,266,793	51.7	38.6	90.3	131,635,718
	2,409,808,903	1,109,026,516	940,787,724	46.7	38.4	85.1	277,709,597
Foreign Companies—U. S. Branches (Included in Stock Companies)	215,180,515	112,625,621	99,069,192	52.3	41.8	94.1	3,817,438
	211,053,859	92,712,037	92,324,467	43.9	41.4	85.3	37,628,795
Reinsurance Companies (Included in Stock Companies)	46,515,169	24,729,483	24,729,483	53.3	42.3	94.6	—298,975
	38,624,768	20,047,184	20,148,755	43.1	44.2	87.3	13,127,270
Marine Companies (Included in Stock Companies)	9,147,165	3,926,158	3,270,217	49.3	35.8	85.1	778,023
	8,119,491	3,373,671	2,735,618	42.4	33.7	76.1	2,488,071
Mutual Fire Companies (Excluding Factory Mutuals)	351,408,472	149,151,310	113,213,679	46.8	32.2	78.0	55,582,292
	316,417,971	115,713,113	102,321,303	41.4	32.3	73.7	47,369,536
Reciprocal & Lloyds (Fire & Allied Lines only)	32,722,030	15,164,744	11,539,850	42.5	30.9	72.4	8,837,909
	31,266,650	11,963,216	10,904,582	38.9	34.9	73.5	3,963,290

FACTORY MUTUAL FIRE COMPANIES

	1950	1949
Assets	208,054,842	193,068,955
Liabilities	112,202,405	100,212,095
Surplus to Policyholders	95,852,437	92,856,860
Premium Deposits in Force	181,134,358	177,480,641
Losses Incurred	15,695,872	6,399,491

G.A.B. Progress Report on Storm

Adjustment of losses from the Nov. 25 windstorm has been 80 to 85% completed by all companies. General Adjustment Bureau reports 86% accounted for.

Philip M. Winchester, eastern department manager, in a report this week lists 236,850 total assignments with new claims falling off to a 250 to 350 daily count. Many of the latter are attributed to real or imaginary damage being discovered by policyholders during spring inspections of summer homes.

G.A.B. has adjusted or marked off 208,198, leaving 35,000 unadjusted. Of the latter it is estimated 15% have been adjusted and proofs are with claimants

or losses are waiting completion of details by adjusting or stenographic staffs.

Analysis of 140,000 closed claims shows property loss average of \$244 and insurance loss average of \$225. Of this number, 97.5% are for less than \$1,000 each and 92% for less than \$500 and of the 2.5% for more than \$1,000 the average property loss is \$2,811 and average paid loss \$2,507.

Some of the 18,000 open claims will require weeks or months to settle because they involve questions of liability, absentee ownership and controversial issues.

Most adjusters borrowed from other bureau departments and other company owned adjusting organizations have been returned and the balance will be released within the next four weeks, it is anticipated by Mr. Winchester.

To meet the emergency G.A.B. put on 364 per diem men and inspectors,

and of them 160 are being kept on as trainee adjusters. Their performance during the emergency has provided an intelligent screening.

In the same period 90,000 fire, automobile, inland marine and casualty losses were handled by G.A.B.

Quarter Century Party

Atlantic Mutual launched its newly-formed Quarter Century Club with a reception and dinner at New York. Attending were 46 of the 54 charter members. J. Arthur Bogardus, chairman of the board and a charter member of the club, made an address. Franklin B. Tuttle, president, presented each active member with a service award in the form of a gold watch, a clock or silverware. William D. Winter, former chairman and also a charter member, spoke on the traditions of Atlantic. Miles F.

York, executive vice-president of the company, was also present.

Jones and Knish V.P.'s

J. Stuart Jones and Edward J. Knish have been elected vice-presidents of Southern Fire & Casualty of Knoxville. Mr. Jones has been identified as an insurance man 20 years and has been with Southern F. & C. since his release from duty in the air force in 1946. He is in charge of the sales department.

Mr. Knish went with the company in 1946 after serving in the air force. He is in charge of sales planning and development of new business.

D. W. Clark has established an office to adjust losses for companies at East Orange, N. J. He has been in the adjusting field in New Jersey for a number of years.

EDITORIAL COMMENT

Exhaustion of Preferred Accident

There is, of course, more than one reason for the exhaustion of Preferred Accident, but without fear of contradiction, we can say that had it not been for automobile rate levels ruinously low

in the light of the inflationary curse, Preferred would be a good deal less than a blue chip but a good deal more than a corpse. Insurance company failures are appalling to contemplate.

The Cost of the Agent's Service

The buyer can get the value of many an item simply by paying his money. He can drive off an automobile, for example, or hook up a new refrigerator in his kitchen. But with some things it is necessary to spend more than the dollar amount of the price tag. An insurance agent's service falls into this category.

Many buyers of insurance do not even think of the transaction as a purchase of the agent's service, yet unless he does think of it in this way he is not apt to get his money's worth. This is because the value of insurance to insured varies widely, depending upon the quality and amount of agent service. The agent may not supply the service. More often, we think, he offers it but the buyer doesn't utilize it.

Unless the insurance purchaser spends a little time and thought as well as money, he doesn't know for sure what he has bought and therefore he is uncertain whether he has bought what he needs and all that he needs.

The good agent is unhappy when he cannot explain the principal features of the contract he has placed. If he does not impress insured in some way with the main elements of the contract, he knows there is apt to arise at a future date discontent with the coverage. This discontent, which is much too

general with the public, arises from insured's failure to put a little time and attention with his premiums, to understand his risk and the protection, particularly its limitations.

What can the agent do? One thing is to pass on to insured the story of losses that fall in his field of experience, whether that field is farming, manufacturing, merchandising, or what. The most impressive losses are local ones, but even those from outside his own bailiwick, if they are in his field, will impress him—and educate him as to the nature of his risk and his protection. Agents can get these losses to insured by mail, via photostat, or type-written copy, or simply by sending along clippings with an appropriate note.

Losses not covered are valuable, if the agent can collect a few. Most losses are told only in the archives of the companies. Hence the agent needs the cooperation of his insurers. The important thing is for the agent to set up a usable system for gathering loss stories and passing them along to insured in a selective way.

There may be other ways in which the agent can sell this introductory understanding. Perhaps he can send out a questionnaire. The important thing is that insured pay out a little attention with his premium.

PERSONAL SIDE OF THE BUSINESS

C. E. Hawley of Glens Falls did the art work for an illustrated slogan that American Assn. of Industrial Editors has put out and is urging trade and industrial publications to use. The illustration is based on the flag raising at Iwo Jima and has the slogan "Peace—through moral right and production might."

William Penn, manager of the inland marine department of Home, and Miss Doretta Smith of Beacon, N. Y., were married at the Wing Foot golf club, Mamaroneck, N. Y. The Penns will live in Brooklyn. About 85 friends and associates in the insurance business gave Mr. Penn a bachelor dinner a few days before his marriage. A committee composed of Samuel A. Mehrtorf of the McDaniel & Co. agency, New York

City; Henry Blaetz, manager of the midtown office of Home, and Frank Murray of Home was in charge.

W. B. Jones, son of Elmer Jones, assistant vice-president of Phoenix Indemnity and United Firemen's, now is with Pacific Fire as an assistant underwriter in the inland marine department. W. B. Jones started in the business in 1947 with Union Marine & General as an underwriting clerk and went with New Zealand in 1949 as assistant underwriter.

Carlos P. Faunce, chairman of Holyoke Mutual of Salem, Mass., was feted on the occasion of his 90th birthday at a party given by the home office contingent and at another given by Mutual Fire Insurance Assn. of New England. The latter group made a gift of

the wherewithal to add to his library. Mr. Faunce carries on actively after 72 years in the fire insurance business. He started in 1879 with Abington Mutual. His connection with Holyoke Mutual goes back to 1900 when he became general agent. He went in as general manager in 1914.

Leon E. Wernitz has been elected president of Arkansas Valley Trust Co. of Fort Smith. He has been vice-president and manager of its insurance department. He is immediate past president of Arkansas Assn. of Insurance Agents and now chairman of its executive committee and head of its 50th anniversary committee. Before joining the company in 1943 he had been in the adjustment field for many years.

John C. Blackall, Jr., who will be ordained to the holy priesthood May 3 at St. John's Cathedral at Hartford and who will celebrate his first solemn mass May 6 at St. Justin's church at Hartford, is the son of the former Connecticut insurance commissioner who now is resident counsel at Hartford for Resolute Ins. Co. He took his preliminary course at St. Thomas seminary at Bloomfield, Conn., his philosophy at St. Mary's at Baltimore and theology at St. Mary's seminary, Roland Park, Md., where he received the degree of bachelor of theology. He will be attached to the Hartford diocese.

W. Leng, world manager of Ocean Accident from London, visited the Chicago office of Ocean this week in company with U. S. Manager Laurence F. Jones. Mr. Leng has been in the U. S. for the past two months and expects to return to London about May 10.

J. A. Munro, president of Prudential of Great Britain and Hudson and U. S. manager of Skandia, and Mrs. Munro will leave April 28 on the Mauretania for a two months trip abroad. They will visit Liverpool, London and Stockholm.

E. M. Wolley, superintendent of

U.S.F.&G., Boston, will be chairman at the first plenary session of the Credit Congress set for May 13-17 at Boston. His wife will serve as a hostess at the affair.

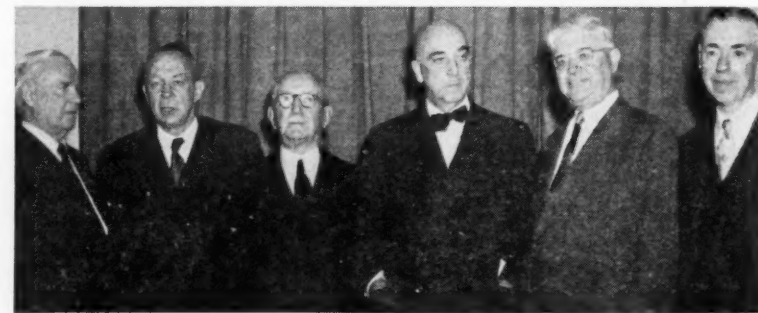
Edward F. Gallahue, president of American States, was the central figure in a column in Time Magazine of April 16. Time labeled him as "a hard-driving Indianapolis insurance man." Mr. Gallahue, according to this account, laid out a successful campaign whereunder Methodist ministers throughout Indiana rounded up a group of some 400 young men to attend a get-together at Indianapolis to hear the arguments for devoting their lives to the ministry. Mr. Gallahue, it reports, paid all the costs.

Roy L. Nicholson, retired state agent of Michigan Fire & Marine in Wisconsin, gave his talk, "The Motto of a Great Business," before 260 Shriners at a luncheon meeting at Tripoli Temple Mosque, Milwaukee. This talk deals with the service of organized stock fire insurance.

H. Phelps Smith of Gale, Smith & Co., Nashville, will be honored at a dinner Friday night on his elevation to the presidency of National Assn. of Surety Bond Producers. Invitations to the meeting have been sent to officials of the 85 agencies that are members of the association and at least 100 are expected to attend. W. Dudley Gale, Mr. Smith's partner, and C. Morris Moughan, Martin Hayes & Co., are hosts and H. H. Corson of Davis, Corson & Bradford, Nashville, is to be toastmaster.

Richard D. Searles, who was for several years attached to the Chicago office of Fidelity & Deposit and was the manager when he left in 1941 to become a rancher at Scottsdale, Ariz., has been appointed Under Secretary of the Interior. Mr. Searles was in the Arizona legislature from 1945 to 1948. He has been president of Arizona Water Users Assn.

LOSS EXECUTIVES ANNIVERSARY



A group at 20th anniversary dinner of Loss Executives Assn. at New York. From left they are: Maj. Gen. William J. Donovan, former director Office of Strategic Services; Bruce Bielaski, National Board; George D. Vail, Sr., vice-president Corroon & Reynolds; Col. Perrin C. Cothran, vice-president Phoenix of Connecticut; Gilbert L. Scott, secretary and general adjuster of North British and chairman of arrangements for the dinner, and Fred J. Collins, Firemen's, president of the association.

About 114 attended, and heard Gen. Donovan and Col. Cothran, who were the principal speakers. Several past presidents attended: Vernon Hall, America Fore; T. F. Buchanan, Aetna Fire; F. E. Potter, Home; K. L. McCallum, Travelers; E. F. Hall, Pacific Fire; D. B. Sherwood, National Board; R. C. Williams, Hanover; B. B. Gracey, Hartford Fire; Charles E. Black, Royal-Liverpool, and Mr. Vail.



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DEATHS

COL. HARRY M. HUTTON, 79, in the casualty and surety business since 1921, long with Fidelity & Deposit and afterward assistant secretary of National Surety, died at Kennedy Veterans Hospital, Memphis. At one time he served as deputy fire marshal and later assistant adjutant general of Maryland. At Memphis he had been with Dobbins & Jones, Neely Grant, and the Ida S. Diefenbach agency.

HAROLD R. TRICKEY, 54, assistant secretary of St. Paul Fire & Marine and Mercury, was killed in an automobile accident a few miles south of St. Paul Saturday.

He had been with St. Paul in various capacities since he was a young man. For many years he was state agent in Tennessee with headquarters at Nashville. Several years ago he was brought into the home office. His son, H. R. Trickey, Jr., is Virginia special agent of St. Paul, with headquarters at Richmond.

Mr. Trickey had just a few days previously returned from the Western Underwriters Assn. meeting at St. Augustine, the first such gathering that he had attended.

WILLIAM H. RONSAVILLE, 84, retired manager of National Surety at Washington, D. C., died at his home at Kensington, Md. He was manager for National Surety 27 years. At one time he represented Fidelity & Deposit.

G. T. VEDELER, 74, senior member of the Boston agency of Vedeler, Mitchell & Gray, died at his home at Cohasset. He had been in the insurance business for more than 50 years and at one time was Norwegian consul in Boston and was Danish acting vice-consul there.

CHARLES N. SERGEANT, vice-president in charge of claims of Preferred Accident, died and funeral services were held at Ridgewood, N. J. He had been with Preferred Accident four years. In his earlier days he had been with General Accident, New Amsterdam Casualty and Maryland Casualty.

Mr. Sergeant was 49. He was a member of the Claims Bureau advisory committee of Assn. of Casualty & Surety Companies and of the New York A. & H. Club. Last September he addressed the insurance section of American Bar Assn. at Washington on evaluation and adjustment of personal injury claims.

He was taken ill in his office and was examined by a physician, who sent him home. The taxicab wouldn't drive him the entire way to Emerson, N. J., his home, and he went to the railroad station. He died on the train.

W. H. DARNELL, local agent of Mount Hope, W. Va., died of a heart attack at the Hotel Statler, New York City, while in the city for the eastern agents conference of N.A.I.A.

ART J. ROSKAM, president of the Roskam Brothers agency, Wichita, suffered a fatal heart attack at his home as he was preparing to go to his office.

JOHN H. FRUITT, 75, local agent at Goddard, Kan., died in a Wichita hospital following a three weeks' illness. He entered insurance 20 years ago.

JOSHUA MCKINNEY, local agent at Belhaven, N. C., died of a heart attack while on a motor trip. He was found slumped over the steering wheel of his automobile, which had been stopped at the side of a road.

W. L. HASTINGS, local agent at Goldsboro, N. C., died in a hospital there. He had been injured in an automobile accident but death was attributed to a heart attack.

BEN FISCHER, 70, formerly manager of the Miste & Smith insurance department, Jefferson, Wis., died there after a lingering illness.

JOHN E. KELLY, who had operated a local agency at Springfield, Mass., with his son, William F. Kelly, for 30 years, died at Mercy Hospital there.

Manitowoc Insurance Board will cooperate with Wisconsin Fire Prevention Assn. in a two-day inspection May 3-4.

On the Banks of the Saskatchewan

A vivid impression of what it means to be face to face with insurance socialism is gained by scanning the folder that has just been put out by Saskatchewan government insurance office, one page of which is reproduced here-with. Especially arresting is the section committing the government insurance plan to maintain the present scale of premium rates with the statement: "Despite inflation which is boosting cost of vehicles and repair parts, same low premiums will be in effect in 1951 and additional coverages will be provided."

Actuaries who have studied the Saskatchewan set-up are convinced that this is a completely political maneuver, that the experience calls for rate increases, but that the Saskatchewan authorities are determined to prove out their socialistic theories at all costs. Among other things the actuaries charge that the commercial car rates are maintained at a redundant level in order to subsidize the private passenger car tariff.

1950 ANOTHER RECORD YEAR GOVERNMENT INSURANCE REPORTS

57 Months' Operations
\$832,575
SURPLUS In The Automobile
Accident Insurance Fund

HISTORY OF AUTOMOBILE ACCIDENT INSURANCE FUND

Commenced April, 1948

- Personal injury insurance totaling \$1,577,460 paid to 1,444 persons in 57 months.
- Collision insurance totaling \$3,750,623 paid to 21,852 persons in 45 months.
- Public Liability and Property Damage insurance totaling \$808,270, paid to 2,129 persons in 32 months.
- Fire and Theft insurance totaling \$173,205, paid to 477 persons in 21 months.
- Total benefits of \$6,000,000 paid to over 33,000 claimants since April 1948.
- \$832,575 surplus remains in auto accident fund which is operated for the benefit of Saskatchewan citizens.
- Operated by The Saskatchewan Government Insurance Office as a separate fund.

PREMIUM RATES TO REMAIN THE SAME

- Despite inflation which is boosting cost of vehicles and repair parts the same low premiums will be in effect in 1951 and additional coverages will be provided.

"THE WORLD'S MOST ADVANCED AUTOMOBILE INSURANCE PLAN"

68 Months' Operations
\$707,044
SURPLUS Earned On
General Insurance Business
 (FIRE, AUTO, CASUALTY, MARINE)

HISTORY OF GOVERNMENT INSURANCE IN GENERAL INSURANCE BUSINESS

Commenced May, 1945

- Assets now over \$4,000,000.
- Over \$3,000,000 invested in Saskatchewan securities.
- Premium income in 1950 nearly \$2,000,000.
- Record surplus of \$242,430 achieved in 1950.
- Surpluses on general business have been turned over annually to the government. These total \$707,044 as of December 31, 1950.

SOME OF THE RECORDS SET BY GOVERNMENT INSURANCE

- All time record for sale of Package and other auto insurance policies in 1950.
- Leading all companies in sale of fire and automobile policies in Saskatchewan.
- First to introduce low cost Package Policy for private passenger cars with a total premium of \$17.50 for all Saskatchewan motorists.
- First to provide Saskatchewan citizens with reasonable premium rates for all types of fire, auto, casualty, and inland marine insurance.

"THE PEOPLE'S OWN INSURANCE SERVICE"

FOR RATES AND SERVICE SEE YOUR LOCAL GOVERNMENT INSURANCE AGENT
 THERE ARE OVER 660 AGENTS READY TO SERVE YOU THROUGHOUT SASKATCHEWAN

Tribute to Gough on Retirement

TRENTON — An impressive tribute was paid to retiring Deputy Commissioner Christopher A. Gough of the New Jersey insurance department at a dinner here. A representative throng of more than 450 top executives in the insurance business and department attended. Life, fire and casualty companies were represented, rating bureaus and associations from all branches, agents of the state, and commissioners from several states. A reception preceded the dinner.

Among commissioners on hand were Bohlinger of New York, Bowles of Virginia, Stone of Nebraska, Leslie and Alexander of Pennsylvania, Sullivan of Massachusetts, Viehmann of Indiana, Allyn of Connecticut and the ex-commissioner of Massachusetts, C. F. J. Harrington. The latter two appeared on the program, Mr. Allyn representing National Assn. of Insurance Commissioners on the program and Harrington billed as a member of the Passe Club, International, delivering a tribute from the dais.

Roster of Speakers

Commissioner Gaffney of New Jersey was toastmaster. Other speakers included Judge Heher of the New Jersey supreme court; John R. Cooney, president of the Loyalty group; Ralph R. Lounsbury, president Bankers National Life; Edward F. Walton, Trenton, past president of New Jersey Assn. of Insurance Agents; Benjamin B. Johnson, assistant deputy commissioner who takes over the post now vacated by Mr. Gough, and, finally, Mr. Gough himself.

Harold Conover of the New Jersey department's license division, acted as secretary of the committee that got up the dinner. Frank Driscoll, president of New Jersey Manufacturers Casualty, was in charge of the committee.

Mr. Gough entered the department in 1893 and when it was reorganized in 1926 was named deputy commissioner in

charge of the insurance bureau. This gives him a record of 58 years, by all odds the longest in the field of insurance supervision across the country. Dean of the insurance supervisors of the U. S., he has been a forceful influence in N.A.I.C.

Three New Trustees Elected by Underwriters Laboratories

Clinton L. Allen, president of Aetna Fire; Kenneth B. Hatch, vice-president of Fire Association, and Lewis A. Vincent, general manager of the National Board, were elected trustees of Underwriters Laboratories at the annual meeting at Chicago last week. All other trustees and all the officers were re-elected.

The officers of Underwriters Laboratories are: Chairman, J. C. Harding, Springfield F. & M.; vice-chairman, Alva H. Small; president, Curtis R. Welborn; vice-president, M. M. Brandon; secretary, W. S. Austin, and treasurer, H. F. Duncan.

W. E. Mallalieu, retired general manager of the National Board, was guest of honor at a dinner marking his 50 years of service with the board and his many years as trustee of the laboratories.

Label service volume was 13% above that of 1947 (the previous record year) and 45% above 1949, according to the annual report.

Last year the story of Underwriters Laboratories was featured in the movie "Danger Sleuths," which was shown in approximately 40,000 theaters to an estimated audience of 20 million. This movie was made by RKO Pathe Pictures. The film produced by the laboratories, "Approved by the Underwriters," was shown to 2,770 groups last year, an estimated audience of 350,000.

Charles R. Scott, fire prevention chief in the Ohio state fire marshal's office, has joined the fire division of the Civil Defense Administration at Washington. He has been granted a year's leave of absence.

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 GROUP
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 Insurance Company, Hartford, Conn.
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The Connecticut
 The Insurance Co. of Hartford, Conn.
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FOUTABLE
 Fire & Marine Insurance Company
 Providence, R.I.
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THE CENTRAL STATES FIRE INS. CO.
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GREAT EASTERN FIRE INSURANCE CO.
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Preferred Accident Handcuffed by Court Order

Defer Action on
Liquidation Petition—
Still Seek RFC Succor

NEW YORK—Judge Benvenge of the state supreme court here has issued an order restraining Preferred Accident from transacting business. Insurance Superintendent Bohlinger asked the court for an order of liquidation, on the ground that the company's surplus is more than exhausted and its capital impaired. That petition has been taken under advisement by the court, which indicated it would rule this week.

The court order restrains the company and all persons from transacting business, wasting or disposing of property, obtaining preferences, judgments, attachments or other liens or making any levy or commencing or prosecuting any actions or special proceedings against Preferred.

In his petition, Bohlinger, represented by Attorney General Goldstein, asked for an order showing cause why his office should not forthwith take possession of Preferred Accident's property and liquidate the business and affairs of the company. Under the Bohlinger petition the company would be dissolved and its charter annulled. Further transacting of business would be hazardous to policyholders, creditors and the public, according to the petition.

Rapidly Deteriorating

A New York examiner recently found that Preferred's entire surplus of \$203,000 as of March 31 will be wiped out and capital impaired because the market value of the company's bonds is \$450,000 less than amortized value as carried in the financial statement of Feb. 28. Its financial condition is "rapidly deteriorating" and it apparently is unable to obtain financial relief, the examiner reported. The recent decline in the market value of bonds is one factor cited by the examiner for the company's impairment.

The Bohlinger petition sets out that the license of the company was not renewed March 1 in Nevada and April 1 in Rhode Island. Otherwise it was authorized to do business in all states and District of Columbia. It has branches at Albany, Boston, Buffalo, Chicago, Cleveland, Los Angeles, Newark, New Haven, Philadelphia, and San Francisco; service offices at Pittsburgh, Rochester, Ruston, La., and Minneapolis, and a production office at Nashville. The company was organized in 1893 out of Preferred Mutual Accident Assn., and in 1947 it absorbed Protective Indemnity, a running mate.

Asked for Stay to May 10

At the court hearing company counsel asked for a stay until May 10. This would provide time for the proposed reorganization of Reconstruction Finance Corporation to become effective and give the new director time, if that proposal goes through, to review the case and decide if RFC will put additional money into the company. RFC indicated it has a lot at stake, having put a total of \$8 million into the insurer since 1947. However there was no indication that RFC is willing or able to put in additional money at once. Company counsel indicated other efforts

150 at Milwaukee Insurance Day

General MacArthur's
TV Appearance
Is Program Sidelight

By CHARLES C. CLARKE

MILWAUKEE—The fine and varied program of Milwaukee Insurance Day, which found itself in competition with General MacArthur's Congressional talk, attracted more than 150 agents and company men. The program, kept up to the minute by Harold C. Watson, vice-president of Baerwald-Hoffman Co., who presided, was interrupted so those who turned out could view MacArthur's appearance over television sets set up in the meeting room.

Following introductory remarks by Donald Gottschalk, insurance day chairman, a film on telephone technique was shown through the courtesy of Wisconsin Telephone Co.

The first speaker, Ray MacArthur, an agent with Time, reviewed trends in hospital and A. & H. insurance, describing the coverage as the best door-opener and sales-getter there is. He stated that A. & H. insurance can very well be the backbone of an agency. Especially through payment of A. & H. claims, because it is at such a time that insurance is truly appreciated, will relations be established with an assured that can lead to additional business, he declared.

Conditioned to Buying

Recalling that A. & H. is the newest form of insurance as well as the fastest growing, Mr. MacArthur pointed out that its future is extremely bright. Through a combination of the government's high-gear propaganda of the need for social insurance and the greater familiarity with the so-called dread diseases, the public has become conditioned to the idea of buying A. & H. insurance.

A. & H. insurers, according to Mr. MacArthur, are continually refining and broadening policies, thereby making A. & H. more marketable. The tremendous rise in hospitalization costs, coupled with an ever-increasing life span, are forceful sales inducements today, he asserted. Companies more and more are offering poignant sales material pointing up these conditions. Education is becoming the watchword for the A. & H. salesman. He must constantly keep abreast of changes so

(CONTINUED ON PAGE 35)

have been made to secure additional financing and it is known that there were a few prospective buyers who had dickered with RFC as to its equity in the company.

In recent days some agents of Preferred had sought to transfer business to other companies by canceling pro rata and rewriting. Presumably this escape route is now closed by court order.

The court hearing started off in camera, it is understood, and the front door of the court room was locked. But it ceased to be a closed session when an Associated Press reporter walked in the back door, heard the news and put it on the wire.

The company's statement for 1950 showed heavy losses. In recent weeks steps had been taken to shorten canvas by withdrawing from territories where experience was unsatisfactory and volume small and expenses high and by reducing the head office staff.

These moves coupled with more money it was hoped would keep the company going, but apparently the

Harrington to Be Association Man

C. F. J. Harrington, former Massachusetts insurance commissioner, will become the first



C. F. J. Harrington

salaried executive of National Assn. of Casualty & Surety Agents, probably with the title of executive vice-president. He will have his headquarters at Boston where he has re-entered the business as a broker with O'Brien, Russell & Co. Formal announcement of Mr. Harrington's appointment is expected soon from H. R. Price of St. Louis, president of the association.

Brink's Continues Coverage for Milwaukee Customers During Strike Emergency

The Milwaukee office of Brink's, whose drivers and guards have gone on strike, has arranged for continuation of insurance for customers who transport money on their own.

Brink's ordinarily provides messenger, interior and paymaster coverage written by Commercial Union Assurance through Joyce & Co. This coverage customarily is primary and any money and securities coverage possessed by a customer operates as excess insurance. Until the end of the emergency, however, a customer's money and security policy will operate as primary insurance while the coverage afforded by Brink's will be excess.

In the case of banks, the blanket banker's bond will cover the movement of money. Heretofore this coverage was excess to coverage furnished by Brink's. The emergency coverage being continued by Brink's does not apply to banks.

Certain precautionary measures must be taken by customers who on their own move large amounts of money in order that Brink's emergency insurance apply. Depending on the amount of money involved, a specified number of armed guards and a stipulated means of conveyance must be used. The Milwaukee police department is supplying escorts to customers seeking protection for their own messengers.

Fla. Bill Waives Immunity When Insurance Is Carried

The Florida house has passed a bill specifying that the state or its political subdivisions might be sued for damages if covered by liability insurance. In other words, if an agency of the state or a political subdivision takes out third party liability insurance, it waives its immunity. The bill stipulates that the agencies and political subdivisions may buy insurance in limits of \$100,000/\$200,000.

A meeting of field men and members of the planning committee of Excelsior of Syracuse is being held at Buck Hill Falls, Pa., April 28-29.

money was not to be had.

The position of RFC as a creditor of Preferred Accident is considered somewhat in the same class as that of other stockholders, if that strong RFC, which cannot invest directly in a company, took for its \$9 million notes of Preferred-Protective Corp. which in turn purchased the Preferred stock of Preferred Accident.

Compulsory Assigned Risk Principle Wins High Court OK

U. S. Supreme Tribunal
Junks Cal. Auto Club
Argument

WASHINGTON—The validity of the compulsory assigned risk principle as being applicable to all types of insurers, was taken completely out of the doubtful column Monday in the decision of the U. S. Supreme Court in California State Automobile Assn. Inter-Insurance Bureau vs. Downey, as insurance commissioner of California.

"We cannot say," the court concluded, "California went beyond permissible limits when it made the liability insurance business accept insurable risks which circumstances barred from insurance and hence from the highways. Appellant's business may, of course, be less prosperous as a result of the regulation. That diminution in value, however, has never mounted to the dignity of a taping in the constitutional sense."

Justice Black, it was announced, would dismiss the appeal on the ground that the constitutional questions are frivolous.

Traces the Background

The court said that following enactment of the financial responsibility law in California, it became impossible for many drivers that were classified as poor risks by insurance companies to receive driver's licenses. Some of these people were poor risks, others were not. Many hardship cases developed among persons who were dependent on the use of the highways for a living. There was a proposal that California go into the insurance business and insure these and other risks. The insurance companies countered by adopting a voluntary assigned risk plan to which all auto insurers undertook to insure some, though not all of the groups unable to obtain insurance.

The voluntary plan did not reach all applicants. Moreover California State Auto Assn. withdrew from it, causing the other insurers to be reluctant to continue it. Thereupon in 1947 the legislature enacted the compulsory assigned risk law. It is mandatory on all insurers to subscribe to the plan.

California State Auto Assn. refused to subscribe to it and the commissioner suspended its license.

Assails Constitutionality

California State Auto Assn. assails the constitutionality of the act under the due process clause of the 14th amendment on the ground it commands insurers to enter into contracts and to incur liabilities against their will; that it forces on insurers contracts that have abnormal risks and from which financial loss may be expected; that it requires this particular insurer to alter its type of business from a cooperative with a select membership to a venture insuring members of the general public.

To be sure, the court said, this insurer is required to insure members of a different group than the select one it voluntarily undertook to serve, but there are important restrictions on the financial commitments incident to the broadened undertaking. Premiums chargeable can be commensurate with the greater risks of the new busi-

(CONTINUED ON PAGE 35)

Big Task in Getting N. Y. Auto Cover Up to 10/20

Will Have to Handle Specially About 1,500,000 Policies

NEW YORK — Insurers writing automobile bodily injury coverage in New York state are facing a giant size job by July 1, to get limits of all policies up to \$10,000/\$20,000 in accord with the law recently put on the books by the legislature. After that date, any policy of lesser limits will not qualify insured as evidence of financial responsibility, in case of accident. Representatives of the companies, insurance department and motor vehicle bureau now are dis-

cussing the problems involved, and insurers and the motor vehicle bureau will hold a meeting May 2 to see what can be devised.

There were approximately three million private passenger cars registered in New York in 1950. Conservatively estimated, 90% of them are insured, or 2,700,000. This is then approximately the number of policies on private passenger cars and because of the shortness of time all of them except those renewable in June will have to be specially handled.

In addition, of course, commercial cars that do not now carry the 10/20 limits will also need attention. The proportion of commercial cars that are insured for less than 10/20 is, of course, much less than in the private passenger class. A study by the insurance department last year indicated about half of private passenger cars carried limits of 10/20 or larger. This means that at least 1,350,000 policies will need to be increased, and the figure may run as high as 1,500,000.

Several means of handling the job have been suggested. One is to go ahead and get the work done—put through June renewals at 10/20 and pull all dailies and increase amounts, taking a chance on collections. This is a lot

of work, but most companies feel that they are vulnerable in the sense that if insured has an accident after July 1 with less than 10/20 limits it is going to be hard to refuse to file SR-21 with the motor vehicle bureau and probably will have to proceed on the basis that insured has 10/20.

One method that would save a lot of work would be to secure the agreement of the insurance department for companies to go on record that as of July 1 the 10/20 limits are considered in effect and then make no attempt to collect the additional premium for those under 10/20 until the next renewal. However, companies think there is too much money involved to do this, even if the insurance department would go along with the idea. It would save a lot of work, but automobile B.I. insurers are not having too good a time of it anyway and they want as much money in as possible.

Another Suggestion

Another approach is to go ahead on the basis that if the accident occurs after July 1 the company will file the SR-21 and date back to that time at the 10/20 figures any policies not at the 10/20 level or higher. Then insurer could collect the premium. This might not be agreeable to the department.

One large casualty company has written urging its New York producers immediately to review every automobile policy and put through an increase to 10/20 on policies not now that high. The company asks the producer to furnish it with a list so that the company can get out the endorsements. This leaves the matter up to producers, a method which some underwriters regard as unsatisfactory in view of the short time there is left. On June renewals another company suggests putting all auto B.I. policies through at 10/20 and using a policy sticker to the effect that the policy has been increased to comply with the increase in the legislative requirement for evidence of financial responsibility.

Slow and Cumbersome

Until the May 2 meeting is held, another insurer is processing business in the regular way but is calling attention of producers to the need of putting through the increase immediately to the higher limits. Some companies are getting requests from brokers to endorse all policies, but this is difficult for companies to do. It is slow and cumbersome work to pick out one producer's automobile accounts for a whole year.

Figuring the increase in premium needed for doubling the limits from 5/10 to 10/20 is not going to be difficult since the table calls for 15% over the present B.I. premium. In low rated territories this will develop very nominal premiums in some instances and it might be cheaper for insurers to waive any premium of less than \$2 because it costs at least that much for the company to process the change.

Heterogeneous Populations

NEW YORK—A group of actuaries and others dealing with rating matters have been meeting periodically here this spring to discuss the problems of estimation for heterogeneous populations such as invariably are found in casualty insurance. The reason for this is that all of the statistical methods taught in school deal with homogeneous populations, but in the casualty field it is the other type of populations with which actuaries deal.

Arthur Bailey, casualty actuary of the New York insurance department, acted as chairman and started the ball rolling the first two or three sessions. Others who participated were John Freund, professor of mathematics at Alfred University; H. L. Seal of Wickenden Morss & Associates, pension consultants; M. V. Johns, Jr., National Bureau of Casualty Underwriters; John Carleton, Liberty Mutual, and N. M. Franklin, actuary of Surety Assn. of America.

Health Council Measures Admission Plan Possibilities

At the spring meeting of Health Insurance Council in Chicago, Ralph T. Heller, Prudential, chairman of the hospital committee, said that hospital admission plans are now in effect in cities and states with an estimated total population of 35 million. Such areas as Minneapolis, Denver, Chicago, New York City, San Francisco and the state of New Jersey are included and it is expected that by September additional areas including 12 million people will be added.

A record total of 50 persons representing nine associations of companies in the A. & H. field were present at the meeting. John W. Joanis, Hardware Mutuals, was chairman.

Victor A. Lutnicki, John Hancock, chairman of the overall state plan committee, said that state prepaid surgical plans are growing rapidly. J. M. Sweitzer, Employers Mutuals of Wausau, reported that in Wisconsin more than 300,000 persons have been insured under the Wisconsin surgical plan. Emerson L. Mitchell, Provident L. & A., said that the enrollment in Tennessee is now 250,000 and is expected to exceed 300,000 in the near future.

Robert R. Neal, North American Accident, as chairman of the medical liaison committee reported considerable progress. The council voted to prepare a simple leaflet explaining its activities to medical associations and hospital administrators.

Report Out Ohio F. R. Bill

The model financial responsibility bill has been amended extensively by the Ohio house highway committee and recommended for passage, as has the bill for compulsory inspection of automobiles. The Ohio house has reconsidered and passed a bill which would permit suits against political subdivisions for damages arising from motor vehicle accidents.

United F. & C. Gets Business

United Fire & Casualty of Cedar Rapids has purchased the fire business of Motor Carriers Mutual of Des Moines. The purchased business will be handled out of the home office of United. Freeport Motor Casualty recently purchased the casualty business of Motor Carriers and acquired its building.

CLIMBING THE LADDER OF SUCCESS IN THE FINANCE INSURANCE FIELD

DATE	ASSETS	SURPLUS
DEC. 31, 1950	\$2,318,280	\$ 545,639
DEC. 31, 1949	\$1,123,084	\$ 505,867
DEC. 31, 1948	\$346,797	\$ 346,243

AMERICAN BANKERS INSURANCE COMPANY
of FLORIDA
LONDON BUILDING MIAMI 32, FLORIDA

SPECIAL AGENTS WANTED

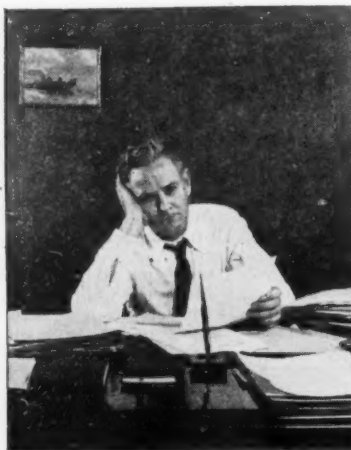
To handle "RETROPLAN" and "BANCURANCE" contracts—outstanding time-tested plans for Bank, Finance and Loan Company Auto Physical Damage Insurance. . . . Representatives now earn upwards of \$10,000 per year on commission basis. If you can qualify by financing yourself or as "ADDITIONAL REPRESENTATION" write us today.

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IF YOUR BUSINESS IS "INSURANCE" QUIT WORRYING ABOUT YOUR BUSINESS

Incompetent, Inexperienced or Indifferent employees may be the cause of claims against you for loss due to ERRORS and OMISSIONS in the conduct of your business, which may result in heavy financial loss to you or even ruin your business.

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ERRORS & OMISSIONS
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AFTER
protecting himself with
ERRORS & OMISSIONS
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**ALL FORMS OF INSURANCE WRITTEN BY
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INSURANCE EXCHANGE CHICAGO 4, ILL.
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A.M.A. New York Insurance Cards Are Completed

The programs have been prepared for the insurance conference of American Management Assn. at New York City May 14-15 and the "Work Shop Seminars" May 16-18, the latter being more elite meetings with attendance limited to 20 persons. Both meetings will be at the Statler hotel.

Russell B. Gallagher, insurance manager of Philco Corp., is chairman of the insurance division of American Management Assn. Lawrence A. Attley, president of A.M.A., will open the meeting Monday morning and the first speech will be that of Harry F. Perlet, associate general counsel of Factory Mutuals, who will discuss "War Damage Corporation and its Meaning to Insurance Buyers." William Leslie, general manager of National Bureau of Casualty Underwriters, will talk on "Insurance Needs Under Defense Contracts."

E. T. Berquist, Pure Oil, will be chairman of the afternoon meeting, which will feature a panel discussion with H. J. Kiefer, secretary of Aetna Fire, talking on "Damage to Property," E. C. McDonald, Metropolitan Life, on "Employee Plans," J. L. Van Name, Despard & Co., on "Transportation," and Graham Watts, vice-president of Globe Indemnity, on "Workmen's Compensation."

Frank L. Erion, a Chicago independent adjuster, will open the second morning with a talk on "Business Interruption Problems in Company Operations Today." Franklin J. Marryott, general counsel for Liberty Mutual, will discuss "New Fields of Potential Loss," and Walter M. Sheldon, vice-president of W. A. Alexander & Co., Chicago, will speak on "An Analysis of Multiple Location Plans."

L. C. Irvine, general manager of American Foreign Insurance Assn., will speak at the luncheon on "The Impact of Inflation on the Insurance Industry and Insurance Practices."

In the afternoon there will be another panel discussion with the participants being A. L. Benjamin, Cincinnati Gas & Electric; George T. Heinrich, Caterpillar Tractor; L. W. Mosher, General Electric, and L. H. Wiggers, Procter & Gamble. Henry Anderson, United Paramount Theaters, will be chairman of this meeting.

At the workshop seminars, the two days will be given over to discussions on five subjects — aviation insurance; preparation of insurance manuals and reports to management; boiler and machinery insurance; insurance administration for the part-time buyer and the organization and operation of the insurance department. Chairman for these discussions will be respectively Roy Barette, Parker & Co., A. L. Benjamin, Cincinnati Gas & Electric; L. G. Wimmer, Travelers Indemnity; E. W. Rolley, Funk Brothers Seed Co., and A. N. Schmidt, Johns-Manville Corp.

Driver Training Gets Results

ST. PAUL—Driver training courses in Minnesota high schools, largely sponsored by Minnesota Assn. of Insurance Agents and affiliated local associations, have resulted in a sharp decrease in accidents and traffic offenses, the state department of education reported to the Minnesota Safety Council.

The report shows that of 1,319 high school students contacted, those who had received some form of driver education had better driving records. Now 240 schools in Minnesota are offering some type of driver training.

U. S. F. & G. Plans Women's Forum

The Pittsburgh office of U.S.F.&G. on May 23 will be host to an "All Girl Educational Forum." This will be the sixth running of the affair, which be-

gins with a luncheon and features an afternoon of educational material followed by a cocktail party and banquet. Girls from the agencies serviced by the office and located in West Virginia, western Pennsylvania, Steubenville, Ohio and Morgantown, W. Va. have been invited.

Del. State Cover Voted

The Delaware senate has passed a bill that would create a state department of insurance with a \$7,500 a year director to operate a \$100,000 fund for insurance of state buildings. The present insurance commissioner would continue his supervisory duties. Proponents

argued the state would save money in commissions and rates. Each state agency would pay premiums to augment the fund.

Paul Stone, manager of Underwriters Adjusting, addressed a dinner meeting of Springfield, Ill. Assn. of Insurance Women.

BONDED PERFORMANCE

"A Saving and Timely Public Service"

Taxpayers and public officials alike will be interested in this editorial from the Tampa (Fla.) Morning Tribune, March 8, 1951.

A Timely Public Service

We do not often single out a private business enterprise for special commendation, but it is sometimes fully merited. It is proper and just in the case of the timely public service given by the National Surety Corporation, in the case of the city's sewer system.

When the original contractor for a large part of the sewer construction job encountered financial difficulties and had to default on the contract, the surety company stepped in immediately upon the call of the city officials and prevented a complete stoppage of the work, which involved the disposal plant and eight outlying pumping stations. The company carried the payrolls and assured material dealers that past-due accounts would be protected.

Officials and engineers of the National Surety Corporation came promptly on the scene from the head office in New York and, with the cooperation of the local agent and the city officials, made a new contract with a strong local construction firm to take over and finish all the structures involved in the defaulted contract. It is not practical for all contractors to have sufficient financial resources to make owners safe from any loss, but it is practical and required by law that surety companies be financially able to indemnify the owners against any loss through default of contractors they insure. That's just what this company did in the Tampa sewer contract—and we commend it for giving a saving and timely public service to the city of Tampa.

NATIONAL SURETY CORPORATION

4 Albany Street, New York



AGENTS OR BROKERS ARE LOCATED IN ALL IMPORTANT CITIES AND TOWNS.

Ohio A. & H. Assn. Elects L. J. Erlsten As President

L. J. Erlsten, general agent for Hoosier Casualty, Canton, was elected president of Ohio Assn. of A. & H. Underwriters at the annual convention at Columbus.



L. J. Erlsten

Vice-presidents elected were William A. Knight, Federal Life & Casualty, Cleveland; R. W. Bickelhaupt, Mutual Benefit H. & A., Cincinnati, and A. F. Taylor, Inter-Ocean, Toledo.

Homer Trantham, Insurance Federation of Ohio, Columbus, was reelected secretary-treasurer. A sales congress was held in conjunction with the meeting with talks given by Eugene V. Boisauhin, supervisor of General American Life, on "Prospecting—the Heart of the Problem"; Charles H. Bokman, vice-president of New Amsterdam Casualty at Pittsburgh, on "A Review of Sales Essentials," and O. J. Breidenbaugh, assis-

tant manager of Mutual Benefit H. & A. at Philadelphia, on "Sales Power in A. & H. Selling." The banquet address was given by Roy A. MacDonald, assistant director of H. & A. Underwriters Conference.

Retiring President W. A. Case, Inter-Ocean, Cincinnati, presided at the banquet. Mr. Erlsten was chosen a delegate with Mr. Case as alternate to the International association convention at Dallas in June.

The Ohio association has increased its membership 80% during the year and now has 811 members. Cincinnati won a cash award offered by Mr. Case to the local association showing the greatest percentage of gain. There are now 302 members in Cincinnati and it is the largest local association in the country. Its percentage gain was 120.

At a luncheon, greetings were brought by Mayor James A. Rhodes of Columbus and the talk was by C. William O'Neill, Ohio attorney general.

Exclusive Death Benefit Bill Reported Out in Oklahoma

OKLAHOMA CITY—A bill which would make the death benefit provided under the compensation act the exclusive resource in such cases has been reported favorably by the house insurance committee.

It is a compilation of certain provisions of several bills that had been

introduced, covering various types of enabling acts. Some of the proposed measures sought to make elective the privilege of suing for damages or accepting the death benefits as provided in the compensation law. The bill, as amended by the committee, would provide a maximum of \$12,500, including a small down payment and a weekly allowance of \$25 a month where there are two or more dependents, the period of payment to depend on the number of dependents.

It abrogates the right of action to recover damages for personal injuries or death arising from and occurring in hazardous employment, and makes the remedy by abolishing jurisdiction of the courts of Oklahoma over such cases.

Any compensation benefits payable under the act shall be reduced by the amount of any compensation payment made to the deceased as a result of such an injury prior to the date of his death, except amounts paid for medical and surgical services.

There has been considerable controversy over whether the benefit fixed by the state should be the sole remedy or whether survivors also should be permitted to have recourse to the courts. The attorney general has ruled that the law, as provided in the constitution must be exclusive. The amended bill has the approval of both labor and industry.

Safety Engineers Compose Chicago Small Plants Panel

At a meeting on June 5 in Chicago, Midwest Safety Council will present a safety panel for small plants. The program will be sponsored by the Society of Casualty & Safety Engineers and members of this organization will compose the panel. Chairman of the event is A. R. Graham, Bituminous Casualty, and vice-chairman is M. V. Woodward, Employers Mutuals of Wausau.

Nat'l Council Men Confer On Defense Rating Plan

WASHINGTON—Staff members of National Council on Compensation Insurance conferred Wednesday with Thomas L. Kane, Defense Department insurance director, and insurance officials of the armed services on details of endorsements, rules and regulations to go along with, and concerning application of, the defense projects rating plan. Participants included Ray Skelding and William Leslie, Jr.

Casualty companies and the Department agreed on the plan, approved a week or more ago. It remained for them to agree on details of endorsements, etc., involved in the working of the plan.

Mutual Conference Program

W. C. Searl, secretary of Auto-Owners of Lansing, is chairman of the gathering of top executives at the Moraine hotel at Highland Park, Ill., May 10-11, under the auspices of Conference of Mutual Casualty Companies. Speaker at the banquet May 10 will be Insurance Director Day of Illinois.

There will be a program of speeches the next morning and Dr. S. Morris Livingston, economist for Standard Oil of Indiana, will talk on "Inflation and Automobile Insurance."

The afternoon of May 10 Dr. Robert N. McMurry will speak on personnel selection and E. B. Rust of the State Farm companies on compensation of executives. Speakers the next morning are Charles W. Eberhard of Farm Bureau Mutual Automobile of Columbus on "Social Implications of the Youthful Driver" and Levering Cartwright of THE NATIONAL UNDERWRITER on public relations.

James L. Mixson of Odum & Mixson, Miami, was elected grand senior warden of Florida Masons at the grand lodge meeting at Jacksonville.

Program for Accountants Given

The program has now been completed for the convention of Insurance Accounting & Statistical Assn. at the Palmer House, Chicago, May 14-16.

The morning of May 14 there will be a general session with Insurance Director Day of Illinois giving an address of welcome and Jerome A. Gottschalk, president of Counselors, Inc., speaking on "Men Behind the Figures." The various sections will have independent meetings that afternoon. In the casualty session the topic is "Problems in Recording and Reporting Casualty Insurance Experience" and the speakers are H. W. Childs of Indemnity of North America; E. L. Brandt of Auto-Owners; T. C. Morrill of Liberty Mutual, and H. E. Curry of State Farm Mutual.

At the A. & H. session there will be a discussion of Procedures in A. & H. Premium Accounting, the speakers being Robert B. Savage, secretary of Wisconsin National Life; E. McCandless of United Benefit Life, and W. A. Kufeldt of North American Life.

At the fire session R. D. Clancy of Liberty Mutual and R. C. Ratcliffe of Royal-Liverpool will speak on "The Term Discount Problem;" Paul Otteson, actuary of Federated Mutual Implement & Hardware, and F. A. Eger, comptroller of North America will speak on "Installment Premiums;" W. H. Crawford, secretary of Loyalty group, on "The Accountants Bugaboo—Multiple Lines;" Carl S. Jones of Indiana Lumbermen's Mutual on "Reporting of Reinsurance in the Annual Statement."

Discuss Allocation of Expenses

The next morning there will be a combined casualty and fire session to deal with allocation of expenses by line and group, the speakers being R. H. Redus of Iowa Mutual; W. Neal MacKenzie of Hartford Fire and James J. Higgins, chief of the uniform accounting bureau of the New York department and chairman of the N.A.I.C. subcommittee on uniform accounting. There will be another A. & H. session, the speakers being F. S. Perryman of Eagle-Globe-Royal on "Requirements of DBL;" Joseph Lotz of Continental Assurance on "Group Insurance" and Harry E. Capps, North American Life & Casualty, on "Legal Aspects of Premium Status as Related to Claims." That afternoon the A. & H. group will have an informal discussion led by R. A. McIver, actuary of Washington National.

The fire and casualty people will divide into two groups, one for the larger companies and the other for the smaller ones for panel discussions. At the larger company group the discussion leaders will be Robert Clinton of American Mutual Liability; C. F. Fleckenstein, Standard Accident, and H. Randall Pease of Travelers. At the smaller company meeting the leaders will be Kellum Johnson of Gulf, T. R. LePage of Midwestern, and Matthew Powers of Great Central.

The next morning at the A. & H. session there will be a discussion of means and methods of determining risk exposure, the speakers being Don Atkins of Monarch Life; John C. Crawford of Combined; J. A. McCullough of Sterling, and I. H. Wagner of B.M.A.

At the fire casualty meeting Arthur S. Kuenkler of U.S.F.&G., who is chairman of the committee on blanks and uniform accounting of Assn. of Casualty & Surety Companies, will talk on the new annual statement blank and insurance expense exhibit. E. T. Kylo, Royal-Liverpool, will talk on risk experience and payroll audit billing; John C. Barrows of American Surety on centralized branch office collections, and Norman B. Felgner, Frankemuth Mutual, on tabulating equipment for the whole job.

SALES IDEA OF THE MONTH



Protected?

Most householders recognize the need of theft insurance. Yet a single personal liability suit—or the explosion of a heating system—could cost them much more than a theft. Why not give your clients all-around casualty protection with a Zurich or American Guarantee Combination Residence Policy, which can be written in most states.

In this one policy you can now write Residence and Outside Theft, Comprehensive Personal Liability, and Residence Glass Damage insurance—also Residence Water Damage (includes explosion of heating or plumbing equipment), and Aircraft and Other Vehicle Damage.

By writing the policy for three years—paid in advance—at the economy rate of 2½ times the annual premium, you save money for your clients. You also reduce your paper-work and have a better assurance of holding your accounts. Ask your Zurich-American field man for other business-building ideas.



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INSURANCE COMPANIES



Zurich General Accident and Liability Insurance Company, Ltd.
American Guarantee and Liability Insurance Company

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ACCIDENT AND HEALTH

Provident L. & A. Names Davis Advertising Manager

Provident Life & Accident has promoted Marion L. Davis to advertising manager. He steps up from assistant advertising manager to succeed W. R. Goode, who resigned to go with United of Chicago.

Mr. Davis began his insurance career with Provident in 1937, when he joined the company as advertising assistant. After army service, he returned to the company in 1946 and was advanced to assistant advertising manager in 1948.



Marion L. Davis

Complete Program for Minn. Sales Congress Announced

About 150 are expected to attend the all-Minnesota sales congress of Minnesota Assn. of A. & H. Underwriters at Minneapolis May 4. The complete program was announced this week by Arne H. Bruheim, North American Life & Casualty, Minneapolis, general chairman.

The morning session opens with a skit, "For Quick Starting Interviews Instead of Tedious Cranking," with D. G. Wadlund, North American Life & Casualty, as moderator. Others who will take part are Robert Harper, Joe Velnor, Jack Eskew and Harry Orgen, all of North American L. & C.

Les Randall, field supervisor of Monarch Life, will speak on "Prospecting,"

and the morning session concludes with election of officers.

The luncheon speaker will be M. C. Briggs, chairman of the speakers bureau of National Assn. of Manufacturers and past president of National Assn. of Toastmasters. Archie A. Altmatt, Monarch, retiring state president, will be in charge.

The afternoon panel will be on "Objections" with M. C. Laughman, North American L. & C., as moderator. Participating will be E. T. Cashman, Monarch; Herbert Sloane, St. Paul H. & C.; James Ray, Mutual Benefit H. & A.; Peter Devine, Occidental Life, and J. A. Robb, Jr., Mutual Benefit H. & A. Frank Walton, presidential assistant of the latter company, will conclude the program with a talk on "Touch All Four to Score."

Conduct Course at Wausau

Glen Harvey of the Woodmen Accident home office educational department conducted a two-day refresher course for company agents in Wisconsin and upper Michigan at Wausau. Speakers included E. J. Faulkner, president; L. J. Melby, superintendent of agencies; Wayland Mansfield, group insurance department head, and Trev Gilaspie, assistant to the president.

Plan Four Iowa Regionals

Iowa Assn. of A. & H. Underwriters will hold a series of regional meetings at Council Bluffs May 8, Waterloo May 9, Cedar Rapids May 10 and Des Moines May 11, it is announced by F. W. Burke, North American Life & Casualty, Des Moines, president of the association.

Speakers will include M. C. Laughman, North American L. & C., Minneapolis, "Piddling and Peddling"; John

B. Lambert, Mutual Benefit H. & A., Cleveland, president International association, "The 13th Donut," and Eugene Boisauhin, General American Life, St. Louis, "Prospecting—the Heart of the Problem."

Turgeon Buffalo President

Oliver H. Turgeon, assistant secretary of Charles F. Joyce Co., has been elected president of Buffalo Assn. of A. & H. Underwriters.

Charles E. Hogg, Mutual Benefit H. & A., vice-president; Caryl H. Newell, Norman Duffield & Co., secretary; Curtis T. Rice, Monarch Life, treasurer.

Mr. Turgeon said that the group will urge women in the A. & H. field to join.

License New Okla. Company

Globe Life & Accident, Oklahoma City, has been licensed. Ralph L. Reece is president and John N. Singletary, secretary.

New Ia. A. & H. Requirements

DES MOINES—With the adoption of the new A. & H. standard provision law, the Iowa department has announced that new policy forms submitted for approval after July 4 must conform to the new act. Policy forms approved prior to July 4 may continue to be used until July 4, 1956.

After July 4 new policy forms sold and delivered by Iowa companies in states where such companies are not licensed or where such policy forms are not subject to approval or disapproval by the commissioners, must conform to the Iowa law. Group A. & H. policies and certificates are not affected.

The department pointed out that since the Iowa legislature repealed the code section requiring notice of loss within 60 days, there no longer remains any statutory limit except as provided

in the new act and that companies are therefore authorized to use the customary provision requiring notice within 20 days and providing that no suit can be brought before 60 days after proofs of loss are submitted.

Elliott on Legal Staff

Lloyd E. Elliott, member of the Dallas law firm of Brundidge, Fountain, Elliott & Bateman, has been appointed associate general counsel of Great American Reserve. O. D. Brundidge, senior member of the firm, is the company's chairman and general counsel.

Finis for Cal. Medical Insurer

SAN DIEGO—Superior Court Judge Shell in the American Independent Medical Health Assn. case has ordered Commissioner Maloney to close up the business of the association by liquidation proceedings. In accord with the order, the conservation and liquidation division of the department has taken over the association.

CHANGES

New Alignment Announced for Markel Companies

RICHMOND — Samuel A. Markel has been elected chairman of American Fidelity & Casualty and Markel Service, both of which he had founded and headed as president since 1926. Earlier in April, he had been elected chairman of American Fidelity Fire. New president of American Fidelity & Casualty and American Fidelity Fire is Irvin S. Markel, who had served as vice-presi-

(CONTINUED ON PAGE 28)

Announcing A Good Move

New Headquarters of
The Employers' Group Western Dept.

30 East Adams Street
Chicago 3, Illinois

So many points in its favor—

All for the purpose of giving you the best service possible.

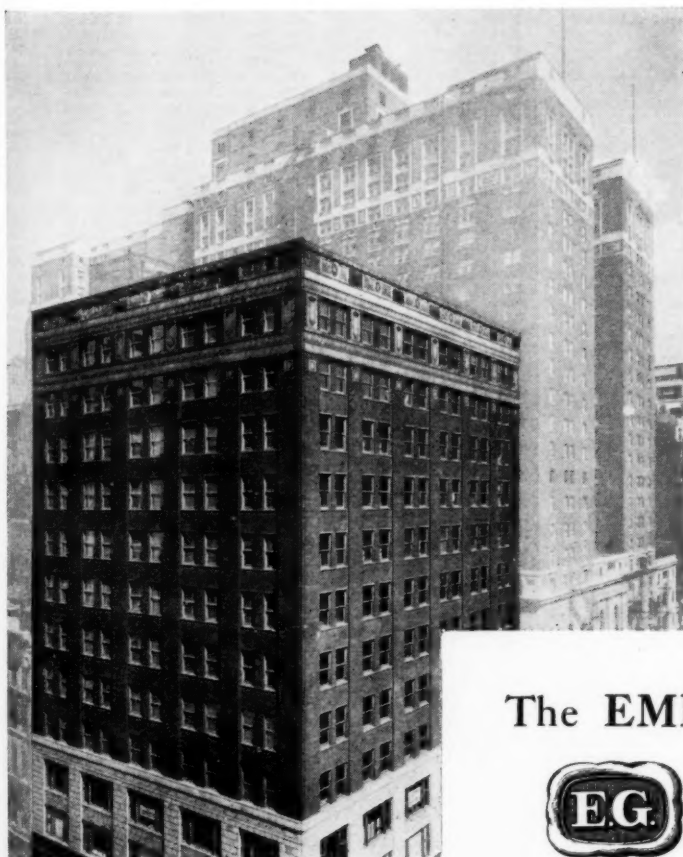
- Modern in every detail
- Central, easily accessible location next to the Palmer House
- Parking facilities directly across the street
- Improved space facilities which will enable us to give you and your clients still better, quicker, more complete service

The EMPLOYERS' GROUP Insurance Companies



AMERICAN EMPLOYERS' INSURANCE CO.
THE EMPLOYERS' LIABILITY ASSURANCE CORP., LTD.
THE EMPLOYERS' FIRE INSURANCE CO.

WESTERN DEPARTMENT
W. A. EAKIN, MANAGER



CALIFORNIA 1950 DIRECT CASUALTY WRITINGS AND NET LOSSES INCURRED

	Total Prems. and Losses	Work. Comp. Prems. and Losses	Other Liab. Prems. and Losses	Auto. Liab. Prems. and Losses	Auto. P.D.L. Prems. and Losses	Fidel. Prems. and Losses	Surety Prems. and Losses	Plate Glass Prems. and Losses	Burg. Theft Prems. and Losses		Total Prems. and Losses	Work. Comp. Prems. and Losses	Other Liab. Prems. and Losses	Auto. Liab. Prems. and Losses	Auto. P.D.L. Prems. and Losses	Fidel. Prems. and Losses	Surety Prems. and Losses	Plate Glass Prems. and Losses	Burg. Theft Prems. and Losses		Total Prems. and Losses	Work. Comp. Prems. and Losses	Other Liab. Prems. and Losses	Auto. Liab. Prems. and Losses	Auto. P.D.L. Prems. and Losses	Fidel. Prems. and Losses	Surety Prems. and Losses	Plate Glass Prems. and Losses	Burg. Theft Prems. and Losses				
Acc. & Cas.	87,568	5,720	11,283	16,885	9,832	315	502	686	2,224	Empl. Mt. Lla.	3,598,314	2,285,310	391,168	289,775	177,918	23,207	13,011	67,937			New Am.												
Aetna Cas.	12,694	7,477	—	—	3,668	—	—	—	235	Empl. Reins.	3,122,534	687,728	299,442	1,022,508	87,739	78,627	355,949	7,860	56,880		Newark												
Aetna Fire	4,245,543	447,091	740,903	1,348,212	790,330	121,081	338,781	16,115	259,011	Excess	1,800,060	540,272	180,581	700,676	26,401	31,662	90,019	13,711			New Zea.												
Albany	1,664,891	—	—	—	299,594	58,276	73,473	18,863	88,121	Fact. Mut. Liab.	510,035	5,888	143,192	178,378	40,760	10,935	1,666			Niagara													
Allied Comp.	73,650	—	—	—	—	—	—	—	—	Farmers Ex.	30,428	—	232	7,426	13,395	—	—	781		N.A.C.A.S.													
Allstate	627,822	627,822	—	—	—	—	—	—	—	Federal	26,217,533	—	132,882	103,418	4,846,982	—	—	—		Northwest													
Am. Alliance	325,928	325,928	—	—	—	—	—	—	—	Fed. Mut. I.&H.	13,313,881	—	26,746	5,930,276	2,899,858	—	—	—		N. W. Na.													
Am. Auto.	8,704,418	—	—	3,577,803	2,072,025	—	—	—	—	F. & C.	1,142,818	—	60,413	33,161	—	—	—	—		Nor. Un.													
Am. Fidelity	2,771,042	—	—	1,453,697	743,035	—	—	—	—	F. & D.	282,322	—	1,286	16,629	—	—	—	—		Ocean Acc.													
Am. Indem.	345,826	—	—	18,057	10,227	—	—	—	—	Fid. & Guar.	2,001,752	—	98,938	59,389	—	—	—	—		Ohio Cas.													
Am. Mut. & Cas.	177,619	—	—	5,187	2,337	—	—	—	—	Fidelity Phenix	302,229	—	—	—	—	—	—	—		Ohio Fm.													
Am. Natl.	421,360	—	—	33,348	19,767	—	—	—	—	Frma's Fd. Ind.	1,245,186	—	—	—	—	—	—	—		Olympic													
Am. Surety	781,050	—	—	230,021	136,290	25,328	81,928	19,848	49,354	Fireman's Fd.	8,733,730	1,270,381	1,663,572	1,826,591	977,326	163,573	293,470	153,533	361,764	Pacific Au.													
Anchor Cas.	397,140	—	—	157,929	62,316	2,698	28,517	4,433	16,665	Firemen's Fd.	4,059,400	521,803	843,312	1,114,005	49,272	74,149	38,237	51,855	186,380	Pacific En.													
Arex Indem.	159,593	—	—	4,402	197	—	—	—	—	Founders	5,104,360	—	—	545,390	651,090	—	—	—	26,500	Pacific In.													
Argonaut Ex.	215,476	3,192	24,977	65,644	37,317	27,952	3,261	20,469	—	Gen. Acc.	1,997,970	—	189,075	802,872	456,696	20,981	127,065	217	31,795	Peerless C.													
Assoc. Indem.	246,353	—	—	22,232	71,415	43,288	102	205	—	Gen. Cas., Wash.	3,312,842	—	46,889	434,849	231,146	7,609	236,479	10,290	—	Phila. F.													
American	3,681,708	—	—	2,661	32,922	19,544	1,984	305	5,666	Gen. Re.	2,280,034	—	69,598	265,189	608,037	350,631	1,411	19,784	88,816	Phoenix I.													
Am. Motorists	1,736,077	1,225,158	32,787	349,000	202,501	3,864	2,801	4,216	10,902	Gen., Seattle	721,540	—	38,336	46,251	243,007	143,507	—	5,655	38,539	Potomac													
Am. Mut. & Cal.	1,101,998	426,675	30,244	98,742	105,655	6,337	9,302	1,932	2,451	Gen., Tex.	1,777,179	—	14,085	127,119	83,548	—	—	8,251	—	Preferred													
Am. Natl.	911,380	296,271	279,597	116,639	57,980	17,552	947	13,022	—	Girard F. & M.	360,830	—	232,165	2,300	106,364	60,797	—	4,455	—	Producers													
Am. Surety	190,098	127,676	124,020	61,013	11,819	—	1,389	4,145	—	Gl. Falls Ind.	503,591	—	158,320	240,159	547,145	307,850	73,426	51,851	34,669	Prov. Was.													
Anchor Cas.	196,611	—	—	3,742	2,037	—	—	—	—	Globe Indem.	1,936,044	50,703	240,159	547,145	307,850	73,426	51,851	34,669	84,969	Rainier Na.													
Arex Indem.	436,986	11,980	108,174	201,565	121,315	30,543	51,630	195,854	13,376	Govt. Empl.	2,896,614	180,689	450,611	949,572	547,381	34,893	65,013	69,430	175,517	Repub. Co.													
Argonaut Ex.	282,074	9,767	1,828	110,564	54,945	7,524	23,844	3,211	15,886	Grt. Am. Ind.	1,712,360	160,929	213,785	837,102	298,839	36,232	—	19,280	52,557	Republ. In.													
Assoc. Indem.	836,807	71,024	38,557	203,418	22,757	39,600	349,591	1,216	7,746	Grt. Amer.	1,274,776	—	609,848	3,347,854	138,289	493,961	821,938	47,802	41,488	393,730	Roch.-Amc.												
Atlantic	399,757	33,464	35,468	109,048	31,430	112,312	1,053	—	—	Guarantee	1,519,800	130,424	180,310	491,831	246,966	30,196	71,143	21,445	53,207	Royal Ind.													
Atlantic Mut.	943,632	86,464	79,224	227,977	118,972	19,816	50,056	16,598	55,009	Gulf	3,029,758	—	890,572	2,861,178	2,227,172	162,248	167,252	99,559	45,340	St. Paul-M.													
Atlas	305,993	58,863	26,806	53,233	55,304	3,468	6,351	4,972	20,667	Harbor	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Seaboard S.													
Auto Club, Cal.	4,137	—	—	—	—	—	—	—	—	Hardw. Ind.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Sec. Mut.													
Bankers Indem.	1,010,325	1,610,525	—	—	—	—	—	—	—	Hardw. M. C.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Sequoia													
Benefic. F. & C.	1,024,153	1,024,153	—	—	—	—	—	—	—	Hardw. Mut.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Standard													
Cal. Cas. Ex.	2,887,344	1,535,477	7,550	107	—	—	—	—	—	Harford Acc.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	St. Comp.													
Cal. Comp.	1,059,032	107,436	—	—	—	—	—	—	—	Harford Fire	3,770,899	—	70,639	890,120	573,835	—	—	—	—	St. Fm. M.													
Cal. State Auto.	1,971,000	—	—	462,132	364,605	190,734	179,579	—	—	Home F. & M.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Sun. Inden.													
Cal. Farm	890,281	—	—	190,734	179,579	—	—	—	—	Home Indem.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Sun													
Canadian Ind.	—	—	—	—	—	—	—	—	—	Houston F. & C.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Superior													
Car & General	—	—	—	—	—	—	—	—	—	Ind. of N. A.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Trad. & G.													
Cas. Indem. Ex.	—	—	—	—	—	—	—	—	—	Industrial Ind.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Transit Ca.													
Cas. Ins., Cal.	—	—	—	—	—	—	—	—	—	Ins. Co., N. A.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Travelers													
Cas. Recip. Ex.	—	—	—	—	—	—	—	—	—	Interstate Ind.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Trinity Un.													
Celina Mut. Cas.	—	—	—	—	—	—	—	—	—	K. C. F. & M.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Truck Ex.													
Centennial	—	—	—	—	—	—	—	—	—	Liberty Mutual	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Twin City													
Central Surety	—	—	—	—	—	—	—	—	—	Liberty Mu. Fire	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Un. Natl.													
Century Ind.	—	—	—	—	—	—	—	—	—	Lon. & Lan. In.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	United Pac.													
Citizens Gen.	—	—	—	—	—	—	—	—	—	Lond. Guar.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	Un. Serv.													
Colonial	—	—	—	—	—	—	—	—	—	Lumb. M.C., Ill.	3,770,899	—	70,639	890,120	573,835	—	—	—	—	U. S. Cas.													
Columbia Cas.	—	—	—	—	—	—	—	—	—	Mfrs. & Merch.	3,770,899	—	70,639	890,120	573,835	—	—	—															

	Total Premia. and Losses	Work. Comp. Premia. and Losses	Other Liab. Premia. and Losses	Auto. Liab. Premia. and Losses	Auto. P.D.L. Premia. and Losses	Fidel. Premia. and Losses	Surety Premia. and Losses	Plate Glass Premia. and Losses	Burg. Theft Premia. and Losses
New Am. Cas.	814,851	57,546	178,366	217,081	126,436	31,382	41,579	19,903	46,809
Newark Fire	764,799	1,693	6,267	19,671	11,058	985	301	1,637	4,448
N. Y. Cas.	796,838	5,433	46,375	272,606	169,522	16,865	125,285	7,721	26,359
N. Y. Unds.	1,185,715	2,983	24,132	158,452	82,623	19,817	42,953	3,187	7,579
New Zealand	1,740,292			70,518	42,312			3,512	
Niagara Fire	2,100,093			75,962	48,854			686	
N.A.C. & S. Re.	2,138,005	122,339	242,824	615,129	97,085	158,729	497,728	4,847	110,717
Northwest Cas.	3,309,782	167,731	318,471	715,800	13,562	55,849	155,032	1,113	46,578
N. W. Nat. Cas.	268,648		34,916	124,508	77,018			12,146	17,727
Nor. Un. Fire	805,800	762	1,340	8,228	4,726			1,468	2,968
Ocean Acc.	820,155	99,500	110,113	218,129	124,010	3,933	36	20,951	44,373
Ohio Cas.	3,428,010	76,236	344,433	1,855,049	1,145,311	34,348	50,921	116,154	152,250
Ohio Fmrs. Ind.	420,499	29,877	76,345	738,758	463,257	6,314	3,690	21,026	54,640
Olympic	2,297,075		2,606	71,693	40,499			1,640	5,905
Pacific Auto.	2,614,175	381,179	127,475	872,958	554,034				
Pacific Empl.	13,373,726	8,051,446	658,109	1,313,447	793,392	34,153	227,107	83,809	132,599
Pacific Ind.	19,739,392	4,136,206	1,866,287	4,583,155	2,673,997	253,460	553,333	202,266	279,920
Peerless Cas.	10,186,528	2,516,892	1,132,719	2,859,073	1,369,560	82,694	5,495	41,743	100,862
Phila. F. & M.	596,220		6,235	37,744	17,932	3,161	65,810	149	6,974
Phoenix Ind.	1,035,101	40,493	129,210	355,810	203,704	7,152	43,301	23,407	35,175
Potomac	397,860	402	23,256	21,219	12,008			1,669	3,148
Preferred Acc.	800,490	26,731	14,183	283,245	174,216	2,165	2,870	20,604	44,394
Producers	157,095		27,856	15,164	8,396			6,642	16,252
Prov. Wash.	2,214,200			39,232	22,683				
Rainier Natl.	340,313		20,168	112,026	76,727				
Repub. Cas.	18,583		793	6,701	12,439				
Republ. Ind.	1,888,417	448,032	24,120	550,692	295,425				
Roch.-Amer.	177,780		10,022	5,527	1,691				
Royal Ind.	3,249,935	238,551	612,421	987,358	577,861	45,863	72,268	76,053	197,637
St. Paul-Merc.	4,260,461	134,482	920,743	1,278,652	736,385	94,947	539,187	81,308	236,329
Seaboard Surety	508,617		57,238	24,550	14,456	21,001	369,751	8	804
Sec. Mut. Cas.	206,090	172,632	9,422	9,484	27				
Sequoia	360,679	312,275	15,715	72,701	41,767				
Standard Acc.	9,692,781	97,967	394,585	7,394,245	889,465	28,175	98,738	25,325	22,627
St. Comp. Fd.	26,370,817	263,084	112,504	3,141,513	342,051	—7	9,559	5,239	7,268
St. Fm. M. Cen.	11,756,083		44,122	4,594,674	2,140,663				
Sun. Indem.	131,238	16,645	11,640	53,097	31,481	276	3,742	4,586	
Superior	1,531,451		483	14,245	12,988	440	—407	1,260	755
Trad. & Gen.	2,279,010	20,795	86,770	1,007,147	682,575	1,783	1,829	7,599	10,244
Transit Cas.	2,101,291	131,726	704,591	945,366	177,645		3,370		
Transportation	239,760		17	9					
Travelers Ind.	6,549,328		284,976	2,818,413	1,212,877	66,091	229,890	78,164	447,635
Trinity Univ.	79,892	3,076	52,093	254,493	164,784	3,181	9,770	23,057	11,225
Truck Ex.	6,029,438	1,199,076	251,667	7,155,502	1,108,723				
Twin City Fire	126,197		103,507						
Un. Natl. Ind.	1,034,802	11,881	123,353	497,316	286,101	1,557	1,106	18,885	92,453
United Pacific	4,856,504	925,182	521,774	1,010,736	528,859	33,569	504,563	41,467	79,846
Un. Serv. Auto.	1,557,699		507,071	283,279	101,896				
U. S. Cas.	148,714	27,860	11,150	60,156	32,198	635	820	3,995	8,122
U. S. F. & G.	3,258,480	132,171	404,529	541,793	101,544	541,793	733,921	51,636	176,066
U. S. Guar.	1,500,038	1,011	253,193	304,921	195,893	17,329	298,515	1,682	60,500
Universal Und.	467,005	136	45,720	134,664	94,878	8,303	698	723	12,774
Utica Mutual	66,673	18,160	3,103	16,760	10,766			1,767	862
Vigilant	4,164		803					913	16
West Amer.	792,406	77,554	44,079	248,717	143,656	963	4,477	21,324	23,336
West. C. & Sur.	351,521		29,393	160,107	106,921	413	15,335	11,852	20,734
West. Pioneer	331,969		6,984	131,779	82,554				
Western Surety	80		710	25,183	16,753				
Yorkshire Ind.	299,165	3,773	27,679	92,736	56,533	1,475	76	6,281	17,377
Zurich	5,103,294	125,045	721,072	1,675,610	908,234	365	—10	76,154	200,725
	2,835,052	144,454	288,954	749,115	493,143			26,363	115,444

1950 California Totals by Classes Shown

	1950 Direct Writings	1950 Net Losses Incurred	1949 Direct Writings	1949 Net Losses Incurred
Workmen's Comp.	96,883,727	57,268,492	97,220,756	47,549,517
Other Liability	26,075,197	10,522,154	21,808,184	7,101,701
Auto Liability	99,353,246	52,031,895	88,602,649	34,801,006
Auto P.D.L.	55,503,673	24,475,800	55,794,806	30,109,552
Other P.D.L.	6,378,366	2,773,482		
Fidelity	3,404,063	1,333,874	5,463,421	1,154,468
Surety	12,891,199	4,006,026	9,375,719	1,787,940
Glass	3,243,127	811,920	2,541,255	834,861
Burglary	7,587,320	2,744,539	6,902,961	1,395,526
Credit	244,519	6,339	175,771	37,338
Boiler & Mach.	1,735,618	410,837	1,422,945	239,094
Livestock	136,670	102,922	148,832	68,155
A. & H.	104,751,677	68,099,665	78,507,280	42,554,763
Totals of above classes	418,188,402	224,593,925	397,964,579	167,634,921

Premiums in these tables are shown on a direct writings basis and losses on a net incurred basis, except for reinsurance companies in which case net premiums written and losses incurred are reported. Losses for the following companies were not available on an incurred basis so are reported as net losses paid: Atlas Life, Golden State Mutual, Guarantee Mutual, Inter Ocean, National Travelers, North American Accident, Northwestern National, State Mutual, Supreme Liberty, United, Ill., and Union Mutual L. & A.

Totals for the individual companies include the casualty lines shown in the accompanying tables and property damage other than auto as well as fire and allied lines when written.

*1949 totals include auto P.D.L. and collision as well as P.D.L. other than auto.

	Direct Writings	Net Losses Incurred		Direct Writings	Net Losses Incurred
Amer. Surety	345		Reliance Life	115,157	67,302
Amer. Reins.	74,618	39,242	Reserve Life	1,050,953	236,558
Associated Indem.	1,340,528	958,781	Royal Indemnity	58,424	28,115
Atlas Life	31,323	28,010	St. Paul-Mercury	58,524	23,415
Bankers Indemnity	261	217	Security L. & A.	245,228	138,351
Bankers Life, Ia.	850,670	664,007	Security Mutual, N. Y.	946	691
Beneficial Standard	8,042,467	926,111	Standard Accident	695,079	260,246
Ben. Assn. Ry. Empl.	62,993	36,602	State Mutual Life	72,851	43,706
B. M. A.	873,053	514,271	Sterling	451,696	166,179
California	5,695		Sun Indemnity	5,315	336
Cal.-Western States	10,210,755	7,715,539	Sunset Life	2,910	257
Car & General	199		Supreme Liberty Life	37,380	2,636
Central Life, Ia.	20,671	7,992	Travelers Ins. Co.	6,451,197	5,489,655
Central Surety	667	20	United Mutual Life	8,831	1,562
Century Indemnity	5,140	469	United Benefit Life	721,416	391,373
Citizens Life & Cas.	236,942	54,329	United, Ill.	499,907	39,510
Columbia Casualty	21,604	10,589	United National Indem.	255	
Columbian National	376,600	285,281	United Pacific	143,403	86,447
Columbus Mutual	12		U. S. Casualty	1,116	13,611
Commercial Cas.	136,285	55,865	U. S. F. & G.	84,089	36,129
Conn. General	3,014,317	2,244,020	U. S. Guarantee	1,397	15
Constitution Life	1,006,984	281,149	Unity Mutual L. & A.	849,988	239,537
Continental Assur.	264,709	165,796	Utica Mutual		27
Continental Cas.	3,663,067	1,927,143	Washington National	1,894,050	932,788
Employers Liability	43,380	14,614	West Coast Life	475,282	280,271
Employers Mut. Liab.	241,418	187,704	Western Cas. & Sur.	2,694	51
Employers Reins.	111,638	15,797	Westland Life	405,747	111,533
Equitable Society	2,844,766	1,855,245	Western Travelers	25,137	18,290
Farmers Exchange	1,449	6,997	Woodmen Accident	377,319	114,454
Federal Life	857,070	689,997	Woodmen Central	594	84,228
Federal Life & Cas.	194,636	40,486	World	1,023,526	254,680
Fidelity & Casualty	257,244	36,321	Zurich	1,256,844	1,078,778

Markel Setup Changes

(CONTINUED FROM PAGE 25)

dent of both companies. Lewis C. Markel, formerly vice-president, was named president of Markel Service.

S. A. Markel continues as head of the newly organized Markel Service of Canada Ltd. Irvin Markel will continue as vice-president and treasurer of Markel Service, and Lewis C. Markel as vice-president and treasurer of American Fidelity & Casualty and vice-president of American Fidelity Fire.

Two other sons, Stanley B. and Milton L. Markel, were named vice-presidents of all three companies.

George E. Patterson Goes to Cleveland Surety Post

George E. Patterson, who has been assistant manager of Travelers at Pittsburgh in charge of fidelity and surety lines, has been transferred to Cleveland in the same capacity. He was formerly located at Chicago as surety manager for the Loyalty group.

Robert G. Eggleston, formerly casualty and surety field supervisor at Hartford, has been appointed assistant manager at Richmond.

Andrew Nash has been named casualty-surety field supervisor at Milwaukee.

Evans Retires as Treasurer

R. E. Evans, treasurer of Hardware Mutuals, Stevens Point, Wis., since 1929, is relinquishing that position. He joined the mutuals in 1927 as assistant treasurer. His plans have not been announced nor has the company announced a successor.

Miller Personnel Director

John O. Miller, Wisconsin regional claims manager for Farmers Mutual Auto of Madison, Wis., has been appointed personnel director. A graduate of University of Wisconsin law school in 1941, after service with the army intelligence corps, he joined the company in 1945 as a claim adjuster in southeastern Wisconsin and last July became regional claims manager.

O'Donnel to American Group

American has appointed Wayne E. O'Donnel, Jr., as a staff adjuster at Philadelphia, succeeding J. Lee Magarity, who was promoted to assistant superintendent of losses earlier this month.

Mr. O'Donnel attended Carnegie

Tech and the University of Pittsburgh. For the past five years he has specialized in casualty claims adjusting.

E. R. Klammer to Allstate

Edward R. Klammer has been appointed manager of the accident prevention division of Allstate. Since graduation from Northwestern University in 1938, he has served on various local and state safety committees, studied at Northwestern Traffic Institute and for the past five years was assistant director of the safety and traffic engineering department of Chicago Motor Club.

Cavan to Syracuse

Hartford Accident has named Edward J. Cavan superintendent of the fidelity and surety bond department at Syracuse. Mr. Cavan is a graduate of Boston College law school. He has been with Hartford since 1947, most recently in the bond department at Pittsburgh.

Britton to Am. Surety

David Britton has joined American Surety at Chicago as casualty underwriter. For the past two years he had been with Fireman's Fund Indemnity.

Universal Casualty has elected Roger McCormick, president, to the additional job of treasurer and Louis J. Pastor, secretary, to the additional post of vice-president. Newly elected directors are William F. Carlson, agency director, and Vincent J. Cuddy, claims manager.

SURETY

Furnish Two Large Contract Bonds

A \$60 million contract bond has been provided on an equal co-surety basis by Fidelity & Casualty, Fidelity & Deposit, National Surety and Standard Accident on the \$25 million construction of approximately 1,005 miles of pipeline in Louisiana and Mississippi. The bonds were written on Gulf-Southern Contractors, a joint venture established for this construction by four contracting firms to perform the job for United Pipeline Co. of Shreveport, La. The new construction expands the existing facilities of United Pipeline. The size of the bond is unusually large in relation to the size of the contract.

Compensation and other casualty

coverages have been arranged in Fidelity & Casualty. No completion date is specified but the contractors estimate approximately one year will be required to complete the program. The four contractors in the joint venture are J. Ray McDermott & Co., Harvey, La.; Morrison-Knudsen Co., Boise, Id.; Oklahoma Contracting Co., Dallas, and Robert Thomas, J. C. Brisco, J. C. Minyard, a copartnership d/b a Texas-Louisiana Contractors of Fort Worth.

Fidelity & Casualty and Aetna Casualty have written on a 70-30 participation a bond calling for \$2½ million performance and \$2½ payment in connection with the construction of a spillway, stage No. 1, of the Fort Randall reservoir project near Lake Andes, S. D. Al Johnson Construction Co. and Winston Bros. Construction Co., both of Minneapolis, have undertaken the construction as a joint venture. The contract price is \$7,952,362. The Fort Randall reservoir project is one of the important activities now getting underway on the upper Missouri river.

Accountants Hear Harlem

Embezzlements by "trusted employees" are so frequent today that no business firm should be without the protection of "dishonesty insurance," Frank M. Harlem, superintendent of the bonding department of Fidelity & Casualty, told the Buffalo chapter of American Society of Accountants.

Modify Sheriff Bond Law

Several measures have been offered in the Michigan legislature designed to eliminate the present statutory provision that a sheriff shall be held liable under his bond for acts of his deputies. The measures, in most cases, would require that deputies post their own separate bonds.

Open Bids on Big Projects

Guy F. Atkinson Co., Ostrander Construction Co. and J. A. Jones Construction Co. jointly were low bidders at \$58,416,459 for completion of McNary lock and dam, Columbia River Basin Project, near Plymouth, Wash. Fidelity & Deposit for Atkinson and Aetna Casualty for Jones are on the bid bond.

Winston Bros. Co., Monrovia, Cal., was low bidder for certain work on the Colorado Big Thompson Project, near Loveland, Colo., at \$2,240,359. Aetna Casualty is on the bid bond and also on that of Peter Kiewit Sons, Co., Omaha, low bidder at \$1,294,706 on another section of the same project.

Peter Kiewit Sons Co., Arcadia, Cal.,

have been awarded the contract for improvement of the Rio Hondo Channel, Los Angeles county drainage district at \$1,357,778. Aetna Casualty executed the payment and performance bonds.

COMPENSATION

Award for Injuries That Prevented Promotion

A workmen's compensation case that was decided by the Louisiana court of appeal, 2d circuit, about four years ago recently attracted attention in the paper processing field when the facts were discussed in a publication of National Safety Council. The award was on the argument of the workman that he was unable after injury to do the work of the next higher job in his section.

The case was that of Perkins vs. Brown Paper Mill Co.

An employee of the company, while engaged in his duties in the machine room at the company's plant suffered a right inguinal hernia. After an operation and several weeks' convalescence, he returned to work at the mill. The hernia recurred and after a second operation he returned to his employment and continued to work there until he sued to recover compensation for total and permanent disability. The award was 400 weeks at \$20 per week, less wages paid him while on the job.

The basis of his suit was that he was not only unable to perform the work in which he was engaged when injured but also that he could not satisfactorily perform the duties required of machine room helper, the next step in the promotional ladder above that of starch cooker, which was his employment at the time of trial. He contended he would be permanently prevented from receiving any promotion and thus be deprived of normal advancement that would have been his if he had not been injured or had no post-operative complications occurred.

Asks Expense Constant on Cal. W. C. Policies

LOS ANGELES—Commissioner Maloney has sent to all workmen's compensation insurers in California notice of hearings to be held at San Francisco May 17 and Los Angeles May 22, on proposals made by California Inspection Rating Bureau. One proposal asks adoption of an expense constant, which is defined as a separate premium charge of \$10 applicable to each policy with a premium less than \$300 and to be applied in addition to the premium as otherwise determined. A reduction in manual rates has been proposed to offset the premium to be derived from the expense constant.

Other proposals, if adopted, will result in the following changes in the over-all manual rate level: (1) for non-schedule ratable classifications, a reduction of 4.4%; (2) for classifications subject to the safety organization and hospital credit provisions of the schedule rating plan but not subject to the mechanical guarding provisions, a reduction of 2.7%; (3) for all other schedule ratable classifications, an increase of 8.7%.

Adoption of a supplement to the proposed California experience rating plan—1951 (now pending before the commissioner) providing for experience rating on risks on an interstate basis,

Medical Fees Upped 8%

The schedule of fees for medical treatment and care under New York workmen's compensation law has been increased 8% effective May 1, for new cases and for old cases reopened on and after that date. The cost of the increase is borne by employers. Approximately 25,000 physicians are affected.

WOLVERINE INSURANCE COMPANY

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— "Sell Wolverine"

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also is asked. The changes would become effective July 1.

Raise "Comp" Court Salary

The Nebraska legislature has passed a bill raising the pay of workmen's compensation court judges from \$4,000 to \$4,800 yearly. It carries the emergency clause.

Wisconsin Panel Bill Killed

A bill which would have permitted physicians to apply directly to the state industrial commission for a place on the panel of physicians provided for treatment of employees was killed in the Wisconsin legislature. Physician panel members are now designated by the company and employer.

Joe Nickell, Kansas state workmen's compensation commissioner, is resigning to become adjutant-general of Kansas with the rank of brigadier-general. He is a veteran of both world wars, coming out of the last one as a colonel. He is a former Topeka newspaper man and has served in the Kansas legislature.

ASSOCIATIONS

Antoine Speaks at K. C. on Bodily Injury Losses

Casualty & Surety Underwriters Assn. of Kansas City at the April meeting made final plans for the annual Casualty & Surety Sales Congress which will be held May 2. The congress will be attended by approximately 500 local agents from Kansas, Missouri and Nebraska.

Louis H. Antoine, resident vice-president American-Associated, St. Louis, was the speaker. In 1950, he said, losses for all companies on bodily injury reached 66%, compared with 42% a few years ago. The only solution to the problem is to increase premiums or reduce accidents, he said, adding that it is the duty of every insurance man to preach safety to anyone and everyone who will listen.

John Savage Scheduled

John Savage, assistant manager of National Bureau of Casualty Underwriters, is discussing "Completed Operations Liability" at the dinner meeting of the insurance forum sponsored by the San Francisco C.P.C.U., April 25. Plans are progressing to set up an insurance forum of San Francisco as an independent organization. This is to be accomplished in September. Stanley J. Higgins of Excess Underwriters, who is a C.P.C.U., is chairman of the temporary organization. Membership is open to those who are preparing for the C.P.C.U. J. Folger Allen of Liberty Mutual is president of the San Francisco C.P.C.U. chapter.

R. F. Stevens Is Heard

NEWARK—The services performed by New Jersey Assn. of Insurance Agents were outlined by its president, Russell E. Stevens, who addressed members of Casualty Underwriters' Assn. of New Jersey at a luncheon.

Chicago Casualty Underwriters Assn. at a luncheon meeting May 2 will hear Wyatt Jacobs, Chicago attorney.

COMPANIES

Capital Now Million

The capital of General of Fort Worth has been increased to \$1 million consisting of 100,000 shares of \$10 par value stock. Previously the capital was \$200,000. There was paid a 50% stock dividend and then there was sold 70,000 new shares of stock at \$20 per share. This produced an increase of \$700,000 in net surplus and also there was trans-

ferred \$100,000 to surplus accounts from reserve for contingencies. Net surplus is now \$1 million and the charter is being amended to permit multiple line underwriting.

Farm Bureau's Open House

The Farm Bureau companies held open house this week at their new building at Columbus, O. Many visitors were taken on tours through the new offices. The formal dedication ceremonies will be held April 25. There will be a barbecue luncheon at the state fair grounds prior to the dedication.

Paul E. Jack Now V.-P.

Paul E. Jack, who has been general manager of Vernon Casualty & Reinsurance of Indianapolis since last September, has been elected a vice-president. Paul Smith of Columbus, Ind., was elected as a new director.

Allied Seeks Stock Sale Permit

LOS ANGELES—Allied of Los Angeles has applied to the department for a permit to sell to a closed group \$150,000 of preferred stock of a par value of \$50 per share and \$150,000 of

common stock of \$12.50 par value at \$100 for preferred and \$25 for common, the latter to be issued at a rate of four to one of preferred.

The company plans to write automobile liability, compensation and common carrier insurance.

Officers and directors are: President, Charles W. Brown; vice-president, Frank J. Egger; secretary-treasurer, W. H. McCaffrey; directors, Charles W. Brown, John G. Kerr, John L. Flynn, Frank J. Egger, and W. Wallace Braden.

M.F.A. Mutual, Columbia, Mo., and its parent organization, Missouri Farmers Assn. have incorporated M.F.A. Broadcasting Co.

Chicago Opening May 1

The Employers group is having a formal opening of its new Chicago offices at 30 East Adams street May 1.

Session on Bank Insurance

There will be a session on bank insurance at the meeting of the National Assn. of Bank Auditors & Comptrollers in Toledo May 11. James E. Baum,

deputy manager in charge of the insurance and protective committee of American Bankers Assn., and Fred B. Post, president State Savings Bank of Ionia, Mich. will handle the discussion.

Eberle to Pittsburgh Post

Hartford Accident has named George F. Eberle superintendent of the fidelity and surety bond department at Pittsburgh, effective May 1.

A graduate of Syracuse University, Mr. Eberle served three years in the navy before joining Hartford in 1945. He has been a fidelity and surety special agent at Syracuse.

Corkhill Claims Attorney

Frank Sullivan, Kansas commissioner, has named John K. Corkhill claims attorney for the department, filling the vacancy caused by Frank Busch, former attorney, being called back to the navy.

The Oklahoma legislature has passed a bill requiring the department to allocate to the police pension and retirement fund three-fourths of the 4% tax on auto liability, property damage, and burglary and theft premiums, not to exceed \$150,000 in any one year.

HIGH SPOTS IN HISTORY 9: WYOMING



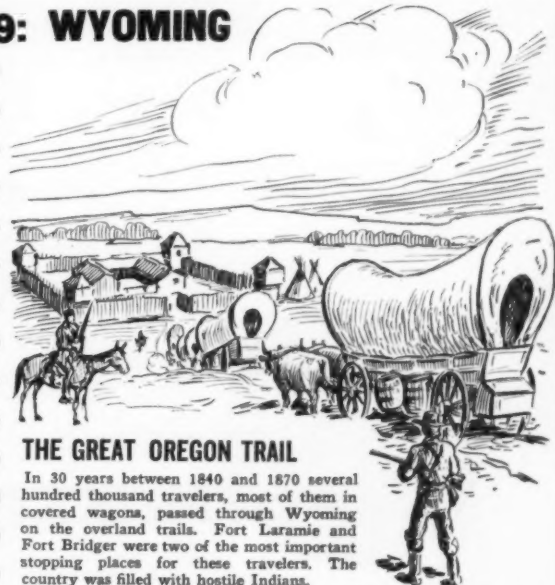
OUR FIRST NATIONAL PARK

It was back in 1807 when John Colter, a trapper, discovered Yellowstone, the first national park. However, it was not until 1872 that the United States Government established Yellowstone as a national park.



THE ROCKIES CONQUERED

Back in 1832 Captain Bonneville and his company of soldiers opened up the first wagon trail across the Rockies to the Green River. This event opened up the gateway to the Pacific. This route was followed by those who joined in the California gold rush in the early 1850's.



THE GREAT OREGON TRAIL

In 30 years between 1840 and 1870 several hundred thousand travelers, most of them in covered wagons, passed through Wyoming on the overland trails. Fort Laramie and Fort Bridger were two of the most important stopping places for these travelers. The country was filled with hostile Indians.

ALWAYS A HIGH SPOT...

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Des Moines, Iowa



Deplores Effect of Some Polio Cover Selling

National Foundation for Infantile Paralysis has passed along a letter written to an insurance company executive by a state chairman of the March of Dimes on the method of marketing polio insurance.

The state chairman does not think insurers knowingly would be a party to or permit unethical selling methods in marketing polio coverage, but he states he has run into numerous instances where salesmen have attempted to scare prospects into buying polio insurance by giving the impression they do not qualify for any assistance from the foundation if they have assets, such as an equity in a home, automobile, etc. This is totally untrue, he writes.

The responsibility of state chairmen is to raise as much money as possible so the foundation can maintain its purposes of research, prevention, training and education. Too frequently, according to the letter, people have received the impression they need not support the March of Dimes after they have purchased polio insurance.

Thus unthinking salesmen in their eagerness to make sales of polio insurance in this manner, are sabotaging widespread and generous support of the foundation. The chairman writes that neither he nor the foundation have any quarrel with polio insurance but only with sales methods that in the slightest measure reduce donations of badly needed funds for the care of polio victims.

Insurers are missing the boat in fail-

ing to combine a selling policy of marketing polio insurance simultaneously with promoting continued support of the March of Dimes, the state chairman writes. It seems short-sighted for insurers not to do so since they must depend on the ability of the foundation to supply iron lungs, hot pack machines, rocking beds, trained physical therapists, nurses, doctors and other technicians and arrangements made through the foundation with hundreds of hospitals throughout the country for the care of the victims.

Plans Buyers Conference

Davis, Bradford & Corson, Nashville agency, will hold its second "insurance buyers conference" May 2. Roger Kenny, insurance editor of U. S. Investor, and R. S. Robins, vice-president of Indemnity of North America, will be the speakers. Last year's conference was very successful and 300 are expected to attend this one.

Add to Okla. Program

Several speakers have been added to the annual meeting program of Oklahoma Assn. of Insurance Agents, to be held at Oklahoma City, May 14-15.

The speakers are Commissioner Dickey, Kenneth Ross, state national director Kansas association; J. E. Cryan, assistant secretary America Fore, Chicago, and W. J. Rellahan, director of education southwestern division, General Adjustment Bureau. In addition, Austin Flett, Chicago, will give a presentation on "Meeting Mutual Competition." Assisting him will be J. J. Quinn, Bartlesville, and R. W. Wallace, state agent Royal-Liverpool.

O. S. U. Club to Hear Hale

Clayton G. Hale of Cleveland, who is a member of the Defense Department insurance advisory board, will address the Insurance Society of Ohio State University May 1, on "The Effect of Defense Mobilization on the Insurance Industry."

OKs Floor Plan I. M. Covers

Commissioner Sullivan has amended the nationwide definition as adopted in Massachusetts to permit companies to issue marine policies covering encumbered property for sale and in the possession of dealers under a floor plan. This privilege has been available to automobile dealers.

The ruling provides that merchandise encumbered to a bank or lending institution must be specifically identified as so encumbered and the dealer's right to sell or otherwise dispose of the merchandise is conditioned upon its being released from encumbrance by the bank or lending institution. Such policies, while affording coverage in transit, do

not extend beyond the termination of the dealer's interest.

The ruling does not permit coverage under inland marine forms of merchandise for which the dealer's collateral is the stock or inventory as distinguished from merchandise specifically identified as encumbered to a bank or lending institution.

Expect Action on Wis. Compromise Licensing Bill

MADISON, WIS.—The Wisconsin senate is expected to take action this week on an agents licensing bill which has been recommended for passage by the labor and management committee. This is known as the commissioner's bill and is a compromise agreed upon by Wisconsin Assn. of Insurance Agents and Wisconsin Mutual Insurance Alliance. It contains no provision for qualification but would straighten out the present licensing of other than life agents. Town mutuals only would be excepted from the provisions, but other mutuals are specifically included.

The basic annual license fee under the new bill is \$1 for each agent, and \$10 for non-resident brokers. A separate license would be required for each company represented by an agent or broker and for each member of any firm. Before a license is issued to an agent, the applicant will be required to answer a number of important questions for the department, which would no longer merely accept a company certificate.

Aetna Life Men's Club Elects

Edwin H. Brown of the marine reinsurance department of Automobile and Standard Fire has been elected president of Aetna Life Men's Club.

Olaf A. Falk is vice-president; John M. Scanlon, secretary; and John W. Fitzgerald, treasurer.

Special N.A.I.C. Train

A special train has been set up both going and coming to Chicago for the N.A.I.C. convention at Swampscott, Mass., on the New York Central. It leaves Chicago at 2:30 p.m. central standard time Saturday June 2, arriving at Boston the next morning.

Returning, it leaves Boston at 2 p.m. eastern standard time South station, June 7 arriving in Chicago 7:45 a.m., June 8. H. F. Swanson of American Mutual Alliance and W. Lee Shield of American Life Convention are handling the details.

Meet to Map Ordeal

The C.P.C.U. examinations committee is meeting at Philadelphia this week to go over the questions for the June examinations. The meeting was called by Dr. H. J. Loman of University of Pennsylvania, who is dean of American Institute for Property & Liability Underwriters.

See Okla. Qualification Doomed

OKLAHOMA CITY—As the legislature nears adjournment, little prospect is seen for obtaining an agency qualification law for Oklahoma. A bill sponsored by the insurance department, drawn up by Commissioner Dickey with the aid of leading insurance men of the state has met with vigorous opposition, especially from automobile dealers.

Warren Mickelsen, special agent of Fireman's Fund, and Thomas Reed, Underwriters Adjusting, discussed the building and contents form at the April meeting of South Bend-Mishawaka Assn. of Insurance Agents.

Willard Garvey of the Amortibanc agency has been named chairman of the "Spirit of '76" committee of Wichita Chamber of Commerce. Other insurance men on the committee are Frank T. Priest of Dulane, Johnston & Priest and Kenneth C. Fitch, New York Life.

John Naylor has become a partner in the Mullinix agency at Georgetown, O.

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G. A. B. Sets Up Complete Casualty Adjusting Plan

The emergence of multiple line operations which began in the last decade when fire insurers started amending their charters to write casualty lines prompted General Adjustment Bureau to provide casualty adjustment service for insurance companies. The 1951 directory of branch offices which has recently been distributed by the bureau shows that casualty adjusting facilities are now provided in 265 of its 295 branch offices in the eastern, southeastern, southwestern, Rocky Mountain and Pacific Coast departments.

Inaugurated on a modest scale, the casualty departments now handle more than 3,000 claims a month. While the adjustment of casualty claims is not a new undertaking, since many bureau offices have been engaged in this type of adjustment for many years, it is within the past five years that casualty claims adjustment service has been provided in all five of the bureau's territorial departments. At present the bureau has casualty adjusters located in offices in each of the 35 states in which it operates.

Most Claims Involve Autos

Although complete casualty adjusting service is offered, the vast majority of claims involve automobile liability. This is because the bulk of multiple line contracts are package auto liability and material damage policies. Most of the claims handled are concerned with bodily injury liability. The amounts involved are much higher than property damage liability claims and therefore require more exhaustive investigation. Workmen's compensation claims come after auto liability in order of frequency. Burglary, accident and health, and fidelity adjustments follow in that order.

One point of divergence between the bureau's fire and casualty divisions results from the great disparity in the definition of liability according to different states' laws. Adjusting a fire loss is fundamentally the same no matter where it occurs. With casualty claims, however, the states differ in their concept of liability. This has a restrictive effect on sending casualty adjusters freely from one state to another. At the same time, there is never the urgency to move casualty men from one state to another because the specter of catastrophe losses which exists in the fire field has no casualty counterpart. For example, there could never be a great drain on casualty adjusters as there was on fire adjusters immediately following the Nov. 25 windstorm.

Recognized Need for Quality Men

In expanding its casualty divisions, the bureau recognized the need for the quality of service and the caliber of manpower which would be demanded of company staff adjusters. The men who head its casualty divisions have previously occupied prominent posts in casualty companies. Four of these managers have each had more than 20 years' experience in casualty field. The field force is largely composed of experienced, trained casualty adjusters with company backgrounds. Younger men whose educational and business backgrounds fit them for this type of work are gradually being integrated into the organization. These younger men are trained in the bureau's own schools. When they have graduated, they are assigned to branch offices where their work is not only scrutinized by senior adjusters, but is also reviewed by the departmental office examiners.

In its five departments the bureau's casualty divisions operate along the same lines as would a company claims office. Not only is there thorough field supervision, but in each departmental office there is an examination section which reviews the case files. Because of the wide experience of the men comprising the casualty staff and the legal

backgrounds which so many have, each state in the bureau's territory is particularly well staffed for third party claims work. In addition, when it becomes necessary to evaluate properly material damage claims, the services of the bureau's material damage adjusters are always available.

Some One-man Offices Eliminated

The real obstacle which had to be surmounted when the casualty divisions were being established was the fact that many casualty companies prefer to handle their own adjustments. The bureau's casualty division, however, has made it possible for many companies to eliminate some local one-man claim offices.

The bureau's casualty divisions have been created so that they are flexible enough to fit the peculiar needs of a company. The branch office of one large casualty company, for example, was alarmingly understaffed. Claims piled up and the manager's plight worsened each day. The bureau handled a large

percentage of the office's claims until that office was able to catch up on the backlog of adjustments.

The field of operation for the casualty divisions in any area is first to serve all the companies now writing casualty lines to the fullest extent. The second function is to take care of overflow work for any insurer writing casualty in fringe areas where it would be too costly for a company to maintain a full-time adjusting staff.

The large number of offices situated through 35 states provides a reservoir of adjusters whose sole purpose is to provide companies with the same quality of service they would expect from their own claim offices.

Lloyds Gives Interurban Line New Lease of Life

MILWAUKEE—London Lloyds has provided all liability insurance for Milwaukee Rapid Transit Co., successor to Speedrail Co., electric interurban line running west and southwest of Milwaukee. John D. Bird, Milwaukee representative, said the business was placed through Stewart, Smith & Co., and the premiums will be about \$40,000 annually. The line was threatened with necessity to suspend operations if cov-

erage were not available.

The interurban transit line has faced two situations in coverage since Sept. 2, 1950, when 10 persons were killed and 46 injured in a collision. Travelers withdrew from the risk and temporary arrangements were made to permit the line to operate. The risk was later placed with five companies under the assigned risk plan for 60 days, with Lloyds taking excess coverage over \$25,000/\$50,000. Another group went on the risk for the limited period. The Lloyds policy will now cover primary liability in addition to the excess coverage which it has carried, of \$100,000 and \$500,000.

Rapid Transit has been under federal trusteeship for about five months. Efforts are being made by Bruno Bitker, Milwaukee attorney, appointed trustee by the court, to reorganize the line under the federal bankruptcy act. A plan is to be filed by June 4 with the court. Travelers Indemnity and A. L. Grootemaat & Sons, Milwaukee agency, are secured creditors in the federal court reorganization for a total of \$36,102 for insurance provided Speedrail.

Dwight Smith of the Smith, Stone, Snyder agency has been named to the board of University Club of Wichita.

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Southern Division: Mercantile Commerce Building, Dallas, Texas

"Comp" Rating Issue Settled in Ill. With New Plan OK'd

The Illinois department has approved a revised National Bureau of Casualty Underwriters workmen's compensation and employers' liability experience rating plan which injects considerably more uniformity in this category. The department as a consequence has dismissed National Bureau as a party to a hearing on workmen's compensation rating which was scheduled for May 3 and is dismissing as parties to the hearing all other companies that adopt the new plan or a plan similarity acceptable to the department. It is expected that not only all the companies who are subscribers to National Bureau for compensation rating in Illinois will thus be excused from the hearing, but most of those companies which pursue an independent course will likewise comply. The Illinois department will be happy to have a party to which nobody comes. This twice postponed hearing launched against National Bureau with what many companies regard as considerable violence has apparently now been avoided by compromise, with the department winning its point that more uniform control should be exercised and the companies retaining freedom in applying a judgment factor to rating.

Copies of the new rating plan, which is not effective until July 1 in Illinois, have not yet been received by the companies, but they expect that one of its important features will be to fix the rating period to three years. Previously there were only maximum and minimum limits to the rating period and the companies could go back in experience for as far as four years or for as short a time as nine months and pick

the most favorable period of experience.

Where under the old schedule plan the companies were allowed a deviation of 25% plus or minus, based on safety and engineering features, under the new plan they are allowed this same deviation, but this allowance is to be based on judgment. They will not have to prove through their engineering departments that this allowance should or should not have been permitted, but they might have to justify their judgment.

Under the new plan, the maximum expense reduction permitted is 10 percentage points, whereas formerly any amount was allowed. This is one of the most stringent of the tightening features in the plan. It means that companies and agents alike have only the 10 points which they can split between them for expense reduction.

It is expected that the plan will be compulsory for risks with over \$500 annual premium and optional for risks between \$200 and \$500. Previously in Illinois there has been no compulsion to employ the plan.

Nine Are Promoted by New Zealand

Nine promotions, headed by the appointment of Peyton Y. Alverson, secretary, to assistant U. S. manager, have been made by New Zealand, South British and Balise Marine.

Stanley E. McPherson, superintendent of agencies, has been named assistant manager; Julian S. Havis has been appointed marine superintendent; Edgar C. Hinz, underwriting supervisor, has been named superintendent of the fire department; A. M. DeLancey has been named superintendent of the casualty department; Samuel S. Sibbs, Jr., has been promoted to general adjuster for fire, inland marine and automobile physical damage; J. H. Vandebroek has been promoted to assistant comptroller, and William B. Wilde and Earle W. Chattin have been named assistant chief accountants.

Mr. Alverson attended the University of California and entered insurance as a clerk for Commercial Union at San Francisco. In 1923 he joined the Harrison Spear general agency, six years later going with Northern of London as special agent. He was named manager of the metropolitan department at San Francisco for Northern in 1935. In 1945 he joined A. B. Knowles & Co. to organize and manage the fire department and supervise inland marine for Utah Home in the Pacific Coast states. He went with New Zealand in 1949.

Mr. McPherson joined Fireman's Fund as errand boy in 1912. Later he was special agent for Continental and then with L. & L. & G. He joined the coast department of Caledonian-American in 1923 as executive special agent and in 1939 went with New Zealand as special agent. He was appointed superintendent of agencies in 1946.

Mr. Havis started with Automobile in 1928 in the inland marine department. In 1930 he joined America Fore as inland marine underwriter at New York, and later was transferred to Atlanta when William W. Houston, U. S. manager for New Zealand, was manager there for America Fore. Later Mr. Havis traveled Louisiana and Mississippi as special agent, and in 1942

was named manager at Atlanta for inland marine, automobile and general cover. He was transferred to Los Angeles in 1947, supervising in the marine and automobile, and in 1948 he joined New Zealand as inland marine superintendent.

Mr. Hinz started in the business in 1920 with Connecticut Fire, in 1926 going with the general agency of Balfour, Guthrie & Cole as underwriter. He went with New Zealand in the underwriting department in 1950.

Mr. DeLancey joined Globe Indemnity as inspector in 1937, rising through the various departments to general casualty underwriter at Oakland in 1940. After four years in the air force, he was named special agent in northern California and in 1948 was transferred to San Francisco as chief casualty underwriter. He joined New Zealand in 1949 as automobile superintendent.

Mr. Sibbs, after a number of years' experience with Crum & Forster, in 1948 went with New Zealand as claims superintendent. Mr. Vandebroek, before joining New Zealand in 1949 as assistant chief accountant was for several years with A. B. Knowles & Co. Mr. Wilde was with a general agency before joining New Zealand in 1947, and Mr. Chattin was with Employers Mutual Liability at San Francisco before going with New Zealand in 1949.

Gulf Letters Win Praise

An article on the improved letter writing program of Gulf Insurance Co. of Dallas is in the April issue of "Sales Management" magazine. The story is the result of an interview with Vice-president A. R. Buchel. The aim of the program is to have letters sent to the agents build good will for the company, make friends and stimulate sales.

Neb. O.K.'s M.L. Plans

Insurance Director Stone of Nebraska has granted simultaneous approval to the amended Multiple Location Service Office plan filed by Nebraska Inspection Bureau and the independent plan filed as a deviation by 21 companies.

Clarence A. McCoy, secretary of Nebraska Hardware Mutual, has been elected president of Lincoln Rotary Club.

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Deductible Cover on Michigan State Buildings Proposed

LANSING, MICH.—Senator Porter has introduced a bill to broaden Michigan's self-insurance fund law to permit writing of "stop loss" type policies covering state property.

Under the measure, obviously inspired by the loss incurred in the February fire which partly destroyed the state office building here, the state administrative board would be empowered to purchase \$100,000 deductible insurance against fire, windstorm and other hazards included in extended coverage. The fire and water loss on the building alone in the recent blaze amounted to well in excess of the \$1½ million in the state fire fund at the time and estimates for repair work ranged from a minimum of \$1,500,000 up to \$3,100,000. This is exclusive of large contents losses.

Senator Porter in the past has been a champion of maintaining the fire fund on practically a "no-exceptions" basis, having opposed at several previous sessions efforts to liberalize the law. The act was amended, however, at a recent session to permit coverage with private insurance facilities of extra-hazardous or concentrated value properties, if such a course was recommended by the insurance commissioner. It was under that proviso of the act that Michigan Assn. of Insurance Agents had placed some \$2 million of insurance on the contents of the state library, only a few months before the fire completely ruined perhaps as many as 100,000 books and damaged many others. The loss as yet has not been adjusted.

Fleischhauer and Niggeman V.P.s

Arthur T. Fleischhauer and Louis W. Niggeman have been elected vice-presidents of Fireman's Fund. John L. Stewart and Russell Pierce were named assistant marine secretaries.

Mr. Fleischhauer has been with Fireman's Fund since 1939, when he was



A. T. Fleischhauer



L. W. Niggeman

appointed assistant manager of the agency brokerage department at New York. In 1941 he became special agent in Connecticut and western Massachusetts and in 1944 returned to New York as manager of the New York metropolitan division and countrywide brokerage department. In 1947 he was appointed assistant manager of the eastern department at Boston and in 1949 succeeded Vice-president Fred H. Morasch as manager of that department. Mr. Morasch is now at the head office of Fireman's Fund, where he shares with other executives the direction of countrywide underwriting and development activities.

Mr. Niggeman is manager of the Atlantic marine department at New York. He succeeded Vice-president Leslie J. Haefner in that assignment when Mr. Haefner returned to the head office in 1949 to assist in the direction of countrywide underwriting and developing activities. Mr. Niggeman started in insurance in 1935. Before joining Fireman's Fund in 1946 as assistant manager of the Atlantic marine department he was with the insurance division

of war shipping administration as underwriter, assistant director and director of wartime insurance. He was also special consultant to the director general of UNRRA to advise on shipping and insurance.

Other Promotee's Careers

Mr. Stewart joined Fireman's Fund at Seattle as marine underwriter and adjuster in 1938. He is a graduate of University of Washington. After serving in the army transport service, he returned to Seattle in 1945 and was then sent to the Orient to survey port conditions and to assist settling agents of Fireman's Fund at Manila, Hong Kong, Canton and Shanghai. On his return he was made assistant manager of the marine loss department at the head office and in 1949 was named manager of that department.

Mr. Pierce started at the head office in 1933. He is a graduate of University of California. After much underwriting experience he was transferred to Portland, Ore., as special agent. In 1940 he returned to the marine underwriting department at San Francisco, was made marine underwriting supervisor in 1947 and underwriter of the cargo underwriting department in 1949.

Clark Independent Adjuster in N. J.

Donald W. Clark, who has been with General Adjustment Bureau since 1927,



D. W. Clark

has resigned as executive assistant and on May 1 will open his own office to adjust property losses for the companies. He will be located at 647 Central avenue, East Orange, N. J. and will adjust all lines in northern New Jersey, but with special emphasis on inland marine and fire losses. He will have two assistants.

Mr. Clark started with G.A.B. as a clerk at Scranton, Pa., later transferring to Philadelphia. In 1931 he went to Dubois, Pa., as an adjuster. After a year and a half he was transferred to Pittsburgh in the same capacity and he remained there nine years. His association with General Adjustment was in-

terrupted for about seven months when he went to New York to assist in establishing and running the loss department of Service Fire.

In 1942 he went to Baltimore with G.A.B. to handle fire and inland marine. After three years he was transferred to eastern department headquarters in New York as manager of the automobile division. In 1949 he was promoted to the position of executive assistant. He has been a member of the Loss Executives Assn.

In the 15 years he spent in actual adjustment work in the field he specialized in auto, truck, inland marine losses. He also did fire adjustment work in Pittsburgh and Baltimore.

Delete Mechanics From Milwaukee Mechanics Title

The title of Milwaukee Mechanics of the Loyalty group has now been officially changed to Milwaukee Ins. Co.

Edwin T. Piotrowski of the Charles L. Platts agency at Detroit has been recalled to military service. He goes into the marine corps as a captain. In the last war he was a dive bomber pilot.

SPECIAL RISK COVERAGES

For easy sales and substantial commissions that repeat year after year—write today for full information re these seasonal "Provident Specials" . . .

for

Amateur and Semi-Professional Baseball and Softball Teams



Written on all members of sponsored teams in organized leagues. Provides reimbursement for medical bills, hospital bills, nurses fees, and dental expense incurred as result of accident.



for

Summer Campers



Written on all persons attending sponsored camps. Provides accidental death benefits and reimbursement for medical, hospital, and nursing expense resulting from either accident or sickness. Polio rider optional.



BROKERAGE BUSINESS INVITED

Now is the time to check on the profit possibilities of these special risk plans (and the additional leads they develop). Contact the nearest Provident office or write direct to:



PROVIDENT LIFE & ACCIDENT INSURANCE COMPANY

CHATTANOOGA

protecting provident people since 1887

WAR DAMAGE HEARINGS ARE HELD

(CONTINUED FROM PAGE 12)

laws. Marryott thought the war powers would permit it.

He explained reinsurance rates depend upon the extent of the risk. An estimate of possible liability in event of bombing of Boston, he said, was \$480 million.

Herd Testifies

J. V. Herd, America Fore, former executive vice-president War Damage Corp., recommended establishment and operation of a war damage plan virtually along lines of WDC in the war, to which possibly reinsurance of workmen's compensation will be added, at a hearing before the Frear subcommittee Tuesday.

Several government officials supported some kind of program, though

not necessarily pending bills, with more to be heard Wednesday.

Col. Frank Dunkley, army, representing the Secretary of Defense, favored some kind of war damage coverage for both property and personal injury, particularly in the interest of armed forces personnel and civilian employees of the armed services.

Would Have Owners Pay

James L. Dougherty, RFC general counsel, urged enactment in advance of enemy attack of provision for property war damage protection, premiums payable by owners. He recommended Senate bill 439 with several amendments, under which additional premiums could be charged during a policy term if the U.S. gets involved in war

with a major power with which it was not at war when application was received and initial premium paid.

Mr. Dougherty indicated the old WDC machine is available to administer a war damage program, but reenactment of the war powers act would be necessary. If workmen's compensation is to be reinsured, he suggested some limitation of federal liability should be imposed so the government would not be "at the mercy of 48 states."

Mr. Herd said WDC had actually only one employee, a woman secretary, the bulk of the work being spread through RFC personnel and 150,000 insurance agents. Its claims paid aggregated \$1,201,000, the major part going to civilian employees on Guam and Wake Island.

Want to Keep Out of Red

He suggested it would be better to leave certain coverage problems to administrative determination. He hoped there would be "no income over outgo." It would be "presumptuous" to say there was actuarial basis for WDC rates during the war, according to Herd but "we gave our best judgment." WDC reserved the right to increase rates at some future time.

Mr. Herd said WDC had liaison with Federal Reserve and it would be desirable to have affiliation with some agency that has to do with handling large amounts of money. He thought it would be best to establish a limit, set forth in each policy, of \$2.5 billion up to \$5 billion, so that if there were bad bombing attacks Congress "could take another look." If workmen's compensation is to be covered, Mr. Herd said, he would have two programs set up separately as a matter of bookkeeping.

He did not favor overlapping of war damage with other government insurance programs, such as marine and aviation war risk, pointing out that during the war there was a clearly defined line between WDC and government marine coverage.

Praises Agents

Mr. Herd said 150,000 agents did a job that could not have been better for WDC and that the latter could not have done the job with inexperienced personnel.

At peak, Mr. Herd said, WDC had \$136 billion insurance in force, and more than eight million policies. To a considerable extent war damage coverage will become compulsory, Mr. Herd said. Life insurance companies, savings banks, building and loan associations which hold mortgage investments, anybody in a fiduciary capacity, will have to have it. They are waiting now for enactment of legislation. Such investors have inserted in their mortgages a provision that the lenders may require war damage to be obtained.

Warde E. Boote, assistant solicitor Department of Labor, in a prepared statement said that workmen's compensation reinsurance as such probably would not satisfy requirements, but that direct reimbursement or indemnification by government would, to be limited to injury and death arising from "war risk hazard." The scale of benefits might be consistent with state scales. If compensation should break down government could pay direct benefits to workers and civilians unemployed.

Reimbursement could go to insurers, self-insured employers and state compensation funds. Something like the war claims indemnification system could be applied to civilians, housewives could be taken care of by setting a top figure for total disability and scaling down. Which would somewhat parallel what was done in England, Mr. Boote said.

Rodolfo Correa, deputy general counsel office of defense mobilization, doubted the proposed war damage program would be practicable in event of atomic attack. Private insurance premiums would probably be very high. Careful study and planning are being carried out by budget and national security resources board. Mr. Correa said.

ODM will submit recommendation to budget. It had no recommendation on pending bills.

Assistant Budget Director Staats said the government should avoid unlimited advance commitments, but should remain free to adjust obligations and programs after hostilities terminate. He submitted a long memorandum referring to "inadequacy of proposed measures."

"Major difficulties" listed include limited coverage provided in bills, inapplicability of actuarial principles, "unrealistic capitalization," inadequate safeguards on settlement of claims, problems presented by voluntary procedures, lack of coordination with other mobilization programs.

The memo suggested legislative approach should include civil defense, income maintenance and indemnity for loss of property.

Emergency Headquarters

Home has acquired Barrington House, Great Barrington, Mass., as depository for duplicate company records so business could be resumed from this location if original records are destroyed or made unavailable. The sub-basement area in the main-building is ideal for safe storage purposes. The property contains adequate facilities to house an experienced group of specially trained employees who would be transferred to Barrington House in event of emergency to carry on the essential operations of the company.

The property is located in the foothills of the Berkshires, 126 miles from New York City, and was built in 1888 by Mark Hopkins, one of the four builders of Southern Pacific Railroad. The building is of fireproof construction and until recently was occupied by the Barrington School for Girls.

Transfers Curran, Johnson

Barrie Curran, farm and hail state agent for America Fore in Ohio, has been transferred to Kansas City as farm and hail state agent in Missouri. Mr. Curran has been with the company for more than 25 years.

E. C. Johnson, special agent at Logansport, Ind., goes to Columbus as Ohio farm and hail state agent succeeding Mr. Curran.

Approve G. & R. Plan

Globe & Rutgers Fire stockholders have approved the plan of refinancing that calls for sale of 30,000 shares of prior preferred and 10,000 shares of second preferred, each \$15 par value.

Managers Are Feted

Managers and superintendents night was celebrated at the April dinner meeting of Farm Examiners Club of Chicago with a large turnout.

Mo. Allied Lines Rate Bill

A bill has been introduced in the Missouri legislature to subject allied lines to the same rate regulation that is provided for fire insurance. The same bill was introduced in 1949 and was opposed by Missouri Assn. of Insurance Agents.

Stewart Thain, claims adjuster in the special risks A. & H. department of the home office of Continental Casualty, and his wife are parents of their first child, Janice Elizabeth, born last week. Mrs. Thain is the former Betty Shimick, who was for several years an underwriter in the western department of Aetna Fire at Chicago.

Insurance men on the citizens welcoming committee for General MacArthur Thursday at Chicago, as named by Mayor Kennelly are: James S. Kemper, head of the Kemper companies; Fred J. Sauter, local agent; C. W. Seabury, chairman of Marsh & McLennan, and Roy Tuchbreiter, president of the Continental Companies.

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SICKNESS & ACCIDENT INSURANCE

New streamlined Income Replacement policies... adapted to today's needs.



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Coverage for every member of the family. Maternity benefits and many other provisions, in line with higher present day costs.



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A plan to fit every need. Provisions for use of new surgical techniques.



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Several or all the benefits of the above described policies can be combined to give the policyowner the exact coverage he wants and needs. There's a Mutual of Omaha PLAN for EVERYBODY.

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MUTUAL BENEFIT HEALTH & ACCIDENT ASSOCIATION

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The Largest Exclusive Health and Accident Company in the World

A Consistent Policy

An insurance company's service to agents can take no more useful form than writing their business, year in and year out. Some companies oscillate between extreme underwriting liberality and ultra-conservatism. In better times they seek new business aggressively; when profit margins dwindle, they restrict writings severely. Study the record of company writings in poor years as well as good ones, and note how the New Amsterdam has avoided drastic changes in policy.

New Amsterdam Casualty Company

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that he can properly service assured.

The A. & H. horizon is bright to Mr. MacArthur. He sees no saturation point and because of the competitive nature of the business, which leads to constant improvement in policies, he envisions future progress as even outstripping the past, which has seen in a relatively short time this coverage purchased by about 70 million Americans.

Discusses Products Liability

Speaking on products liability, Kenneth Kirchen, who recently opened an agency at Milwaukee after long company experience, said this coverage is becoming increasingly popular as part of a presentation to a manufacturer or merchant. He warned against answering definitely a client's query as to whether or not liability exists in certain instances. It's difficult to judge and the best answer, Mr. Kirchen suggested, is to point out that the insurer will pay if the client is found liable.

When presenting the coverage, he advised, don't downsell the client's product. Emphasize that no matter how good the product is, through careless use by the public or through some human error a stiff judgment could result. He recommends use of court cases fitting the prospect's business as sales builders.

Mr. Kirchen explained the coverage in detail and put particular stress on informing the client of what is not covered as well as what is covered.

L. C. Sylvester, Special Risk Agency, Chicago, reviewed what has taken place on the multiple line front and gave a comparison of the Escott plan with that originated by America Fore and several other companies. He said while the difference is small it does exist. It is up to the agent to decide, if he has companies backing both plans, which best fits a particular risk.

Neither plan is too difficult to understand, Mr. Sylvester observed. He warned agents, however, to analyze assured's needs before recommending use of either plan. They can cause a lot of headaches, he said. There are many time-consuming details connected with the plans, and, importantly, the responsibility to increase insurance falls on the agent if the monthly reports show inadequate limits. Assured must be thoroughly cooperative, getting reports in on time, etc., if the agent is to maintain the account at a profit, he concluded.

Compares U. & O. Forms

A comparison of insurance required under the business interruption item 1 form and the gross earnings form was given by P. M. Gahagan of P. M. Gahagan Co., adjusters. He mentioned the merits of each form and showed how for particular risks one often is much more suitable than the other.

Mr. Gahagan said that it is not hard to impress a client with the importance of business interruption coverage. There are many instances, he remarked, where business interruption losses exceeded by far the property loss. He cited numerous incidental advantages of the coverage, mentioning particularly that necessary audits are good check-reins on embezzlements. He said it is important agents make certain assured understand the difference between business interruption insurance and extra expense coverage. By selling one for the other great disappointment can result.

Inland marine was the topic of Matt Zendzian, vice-president and treasurer of Benjamin M. Weil Co. He said this business falls under three classifications, commercial, personal and institutional, and dwelt upon the best opportunities in each classification. He described the personal property floater as the best policy that can be sold today. He warned, however, that it won't be for long if agents do not begin

selling the policy with proper limits. He recalled that in New York a deductible was put on the PPF. Companies can't possibly offer the coverage without a deductible or at the present rates unless proper limits are sold by the agent, Mr. Zendzian observed. The future of the PPF is up to the agents, he said.

A casualty insurance panel, comprised of Mr. Kirchen, Edward Lidgen, claims manager of Aetna Casualty, and Leslie Anderson, manager of Travelers Indemnity, was cut short to make room for General MacArthur's address. Mr. Watson was the moderator. Rudy Laub, president of the Milwaukee Board, sponsor of the affair, spoke briefly at the luncheon.

Compulsory Assigned Risk Principle Wins in High Court

(CONTINUED FROM PAGE 21)

ness. Confiscation is, therefore, not a factor in the case. Moreover the statute provides for an equitable apportionment of the risk among all insurers, not that appellant serve all comers. Furthermore, uninsurable risks are eliminated from the plan and policies issued may provide limited coverage of \$5/10,000. The case in its broadest reach is one in which the state requires in the public interest each member of a business to assume a pro rata share of a burden which modern conditions have made incident to the business.

The court cited the case of *Osborn vs. Ozlin* which sustained Virginia's law requiring Virginia residents to have a share in writing casualty and surety risks in Virginia. The principle of *Osborn vs. Ozlin*, the court said, now presses for recognition in a situation as acute as any with which the states have had to deal. Highway accidents with their train of property and personal injuries are notoriously important problems in every community. Clearing the highways of irresponsible drivers, devising ways and means for making sure that compensation is awarded the innocent victims, yet managing a scheme which leaves the highways open for the livelihood of the deserving are problems that have taxed the ingenuity of lawmakers and administrators. Whether California's program is wise or unwise is not the concern of the court. The problem is a local one on which views will vary. California did not go beyond permissible limits.

Faces Heavy Dose

LOS ANGELES — California State Automobile Assn. will now be required to accept all assigned risks until its quota has reached parity with all other insurer members of the plan. Heretofore the reciprocal has passed all assigned risks save for members of the association. According to spokesmen for the assigned risk plan the reciprocal now will be billed for all assessments since Jan. 19, 1948, when it declined to enter into the plan. Other company members of the plan will be given respite from assignments until the reciprocal has been given a sufficient number to complete its quota.

Cities Can Waive Immunity

The North Carolina legislature passed a bill allowing municipalities to waive governmental immunity in damage actions when they procure liability insurance.

Hold Mich. Education Meets

General Accident and Potomac have concluded educational meetings in Michigan at Detroit and Lansing. Charles Orndorff, superintendent of automobile underwriting; Harry Blackburn, superintendent of compensation and liability underwriting, and Fred Smedley, super-

intendent of burglary and plate glass underwriting, represented the home office and made talks and answered questions. The meetings were attended by the field men, branch office underwriters, and at Detroit 41 local agents attended. There were 31 local agents on hand at Lansing. Hal Irwin, Michigan manager, presided.

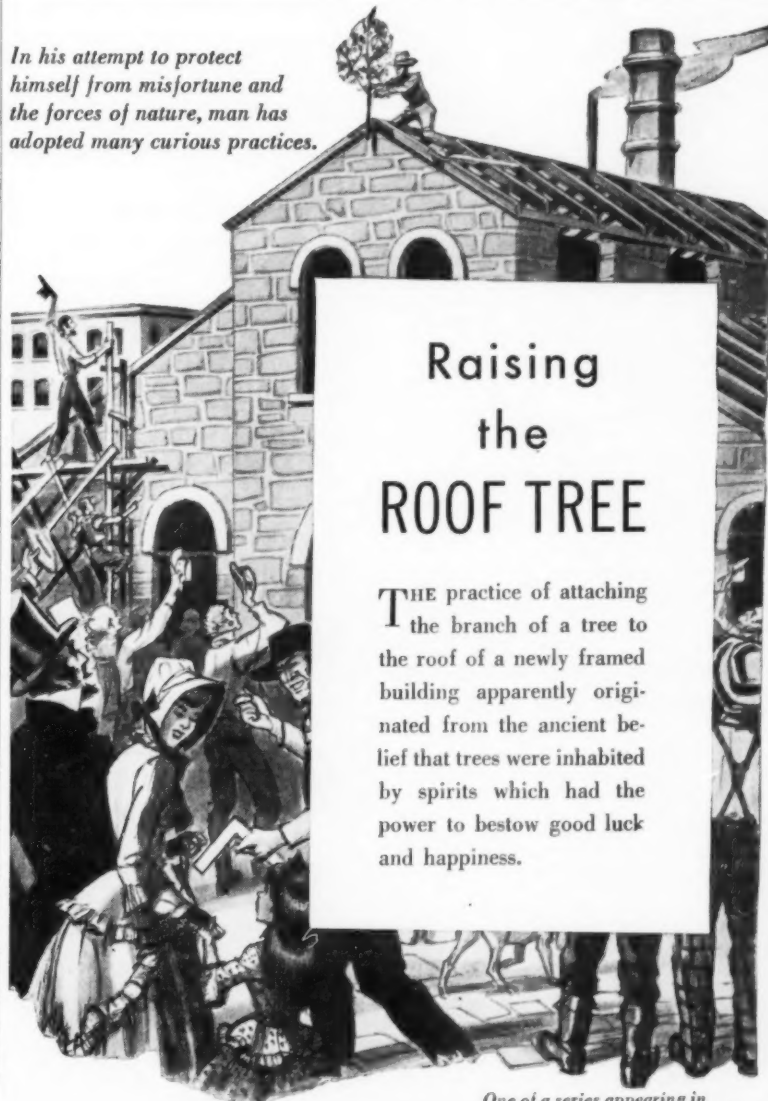
Joint Meeting Arranged

A joint meeting is being held May 4 of the committee on public relations and the advisory committee on education and

production of Surety Assn. of America. Items to be discussed include the public relations report of Dec. 5, 1950, submitted by Surety Assn. of Southern California, and a proposal to compile for publication, case histories of contract bond losses, so as to demonstrate convincingly the value surety service.

J. Ed Abercrombie has opened a local agency at 430 West Monroe street, Jacksonville, Fla. He has been connected with other agencies there since 1941. Associated with him is R. Lamar Rozear.

In his attempt to protect himself from misfortune and the forces of nature, man has adopted many curious practices.



Raising the ROOF TREE

THE practice of attaching the branch of a tree to the roof of a newly framed building apparently originated from the ancient belief that trees were inhabited by spirits which had the power to bestow good luck and happiness.

One of a series appearing in business and consumer magazines.

TODAY, businessmen, their architects and engineers specify CONTRACT BONDS for sure protection against loss due to non-completion of a contract. If you have a new project under consideration have our agent in your community arrange this vital protection for you. Call him *before* your specifications are drawn up!

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INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Farm Agents' Panel on Iowa Convention Program

DES MOINES—A farm writing agents' panel has been arranged as one of the features of the annual meeting of Iowa Assn. of Insurance Agents here May 9-11. B. W. Hopkins of Des Moines is president of the association. The panel will be held in conjunction with a breakfast meeting the final day, with the "experts" to include Walter F. Roberson, farm special agent of Home; Robert E. Tidrick, hail special agent of Fireman's Fund, and E. R. Albert, farm and hail special agent of America Fore. Agents will be given an opportunity to become better acquainted with new farm forms and new farm writing techniques.

The association will also hold its regular "production problems panel" with Charles Rupprecht, vice-president of Hawkeye-Security, as moderator. Panel members will include Austin Augustine, associate state agent of Home, on fire; H. Clark Berry, assistant manager U. S. F. & G., casualty; E. R. Fleschner, bond superintendent of Fidelity & Casualty, surety, and Bryce Draper, manager marine department of Hartford Fire, inland marine. Convention speakers will include James C. O'Connor, editor of F. C. & S. Bulletins; W. W. Hamilton, executive manager Chicago Board; C. S. Cooper, vice-president National Surety; Ralph L. Berry, American Appraisal Co., and Ross Shannon, district sales manager Vacuum Oil Co.

Department Merger, Agents' Qualifications Fail in Iowa

DES MOINES—The Iowa legislature has adjourned. The "little Hoover committee" proposal to consolidate the insurance and banking departments failed to receive consideration by either house. The agents qualification bill proposed by Iowa Life Underwriters Assn., passed the house but died in the senate sifting committee. Another bill, sponsored by Iowa Assn. of Insurance Agents, which would have left examinations of new agents up to the insurance commissioner, was defeated by the house early in the session.

Bills passed included an anti-discrimination measure to protect Iowa companies in other states and the new A. & H. standard provisions law.

Also bills permitting county mutuals to file their annual statements by March 1 and increasing workmen's compensation benefits.

Kansas 1752 Club Meets

Kansas 1752 Club had a good turnout for its spring roundup at McPherson, with President John R. Rhodes, Mill Owners, Wichita, in charge. Reports were made on the February clinic meetings and the institute of American Mutual Alliance at Kansas City.

It was decided to hold further clinic meetings in October and November and a joint meeting with Kansas Assn. of Mutual Insurance Agents in the fall. Guests included Commissioner Sullivan of Kansas and John K. Corkhill, newly appointed claims attorney for the department.

Neb. Regionals Announced

Arthur W. Pinkerton, Omaha, president of Nebraska Assn. of Insurance Agents, announced plans for regional meetings to be held at York April 24, Nebraska City April 26, Beatrice May 15, Fremont May 22, O'Neill Sept. 19, Kearney Sept. 26, North Platte Oct. 9, and Alliance Oct. 11.

The meetings will consist of one

day schools covering the basic fundamentals of fire and casualty insurance contracts. Instructor will be Dr. Curtis M. Elliott, University of Nebraska professor of insurance.

Chivalry at Cincinnati

Cincinnati Fire Underwriters Assn. has amended the constitution to place women on the same basis as men for eligibility to solicitor membership.

Recommendation of membership for General Agent Edward A. Russell, Employers group, was approved by the association, to succeed Thomas E. Hanlon, recently retired.

Blankschaen at Peru

Walter Blankschaen, Jr., Maryland Casualty, spoke to Peru (Ind.) Insurance Agents Assn. on the workmen's compensation law. He discussed the method of obtaining casualty rates and how they are determined by accident reports.

Clinics in Upper Peninsula

Six one-day clinics on property and casualty insurance are being conducted in upper peninsula cities under auspices of Michigan State College, in cooperation with Michigan Assn. of Insurance Agents.

The schedule includes: April 24, Escanaba; April 25, Iron Mountain; April 27, Ironwood; April 30, Hancock; May 1, Marquette; May 2, Sault Ste. Marie. The clinics will concentrate on garage risk cover, including insurance of gas stations.

EAST

Await Liquidation Decision on Philadelphia Mutual

HARRISBURG, PA.—Hearings before the justice department to determine if General Mutual Fire & Reinsurance of Philadelphia should be liquidated have been completed. A decision is expected soon.

A. Bernard Hirsch, Philadelphia attorney representing the insurer, at the final hearing stated that "the company is definitely solvent at the moment." He said the present management has agreed to step down if the insurer can be rehabilitated. John A. Skelton, counsel for the insurance department, testified that the company is in a "hazardous condition" with a deficit of \$43,565 in addition to a potential contractual liability of \$129,349 in unearned premium reserves.

Honored for 50-Year Service

Joseph G. Norton, president and treasurer of Watertown Underwriters, was honored at a dinner at Watertown, N. Y., marking 50 years' association with Standard Accident. He began his insurance career in 1899 in Syracuse, joined Standard in 1901 and became supervisor of agencies for New York state in 1910. In 1920 he went to Watertown and took over the old agency of William J. Shepard, incorporating it as Watertown Underwriters.

Albany Board Reelects

Edward J. Dignum has been reelected president of Albany (N. Y.) Board of Underwriters. Other officers reelected were: Vice-president, Frank P. Bentz; treasurer, Charles A. Porth, and secretary, Alexander J. Young.

The annual entertainment and dance of Insurance Square Club of New Jersey will be held April 27 at Newark.

SOUTH

Toppy Program for S. C. Seminar on May 10-11

South Carolina Assn. of Insurance Agents and University of South Carolina are sponsoring an insurance seminar May 10-11 at Columbia. Joseph F. Follmann, Jr., manager Bureau of A. & H. Underwriters; James B. Donovan, general counsel National Bureau of Casualty Underwriters; Hugh D. Combs, executive vice-president U.S.F. & G.; Stephen Chandler, secretary Phoenix of Hartford; Ellis Carson, president National Surety, and A. L. Kirkpatrick, manager insurance department U. S. Chamber of Commerce, will participate in the program.

Mr. Follmann will discuss A. & H. insurance, its importance and how to sell it; Mr. Carson, multiple line underwriting; Mr. Kirkpatrick, the Washington insurance scene; Mr. Donovan financial responsibility laws. Mr. Combs will discuss claims problems and their importance to the agent, and Mr. Chandler agency management.

Phoenix of London Opens S. W. Branch at Dallas

Phoenix of London has established a southwestern branch office at Dallas to handle operations in five states. R. Allen Hickman is manager.

Members of his staff are: Arthur G. Schulze, former American General special agent, special agent in North Texas; Russell Robinson, formerly of Dallas, and John N. Jones, state agents for Oklahoma and Arkansas, with headquarters at Oklahoma City, and Myron D. Kenney, formerly with J. E. Foster & Son general agency at Fort Worth, casualty underwriter.

Mr. Hickman, who has been associate manager of the Pacific Coast department at San Francisco for five years, formerly was state agent for the group in Texas and Louisiana, with office at Houston.

Plan for Tenn. Licensing

NASHVILLE—Commissioner Allen is now selecting study material to be furnished applicants for license as agents (fire, casualty, life and A. & H.) under the new law passed by the 1951 legislature.

At least two textbooks will be adopted, besides other prepared material including a copy of the insurance laws of Tennessee. Textbooks of the type of "Principles of Insurance," published by the National Underwriter Co., are most likely to be adopted.

Study materials will be furnished when application is filed, giving a reasonable period for study.

Postpone Va. License Case

The case of Donald N. Frazier, Richmond agent, originally ordered to appear April 19 before Virginia state corporation commission to show cause why his license should not be revoked or suspended, was postponed until May 14.

The commission had cited Frazier for "directly or indirectly" accepting insurance applications for a company not licensed in the state. Frazier said the company had been picked by a brokerage firm to which he had turned over the applications.

Legislation Is Reviewed

At the April meeting of San Antonio Insurance Exchange Secretary F. F. Ludolph reviewed pending legislation. The film "Sound Money," was shown by R. H. Bryson, Royal-Liverpool, for Alamo Field Club.

COAST

G.A.B. Gives K. W. Withers Broader Duties on Coast

Kennett W. Withers, executive general adjuster in the Pacific Coast department of General Adjustment Bureau, has replaced C. J. Denehy, assistant general manager who is on a leave of absence, as consultant and supervisor for loss matters in the territory and assignment to important losses.

L. J. McCrory, assistant manager of the automobile division, has been appointed manager of the executive office also.

Joseph R. Gargan has joined the San Francisco staff in the inland marine department. He has been with W. M. Mortimer Co. of New York.

Samuel C. Paul has been promoted to branch superintendent at San Francisco for General Adjustment Bureau in charge of automobile, casualty and inland marine. He is a graduate of University of California and was a captain in the air corps during the war. Prior to joining G.A.B. he was claims manager for Founders Ins. Co., and for American Fidelity & Casualty.

Lyle Managers Have Meet

Branch managers of Lyle Adjustment Co. gathered for their spring meeting recently at Phoenix. The agenda included a lengthy discussion of material damage claims, including vendor's single interest.

Those attending were O. V. Maddox, Flagstaff; J. C. Elmore, Yuma; R. F. Carlson, Tucson; Lee Kious, Albuquerque; John W. Foltz, El Paso. From the head office at Phoenix were W. L. Mercer, casualty supervisor; E. R. Bodtke, material damage supervisor, and C. B. Lyle, general manager.

Kill Cal. Agents' Bill

The California house committee on finance and insurance has voted 8 to 5 against a motion to recommend favorably a bill providing for additional educational and experience requirements for agents' licenses. At the committee hearing the bill was opposed by several of the local reciprocals, local mutuals and prominent automobile specialty companies on the grounds that there was no widespread demand for such legislation; that there is no need for the commissioner to say how an applicant gets his knowledge, providing he can pass the examination, and that too much power might be given to the commissioner.

Marine Setup Revised

Boston's marine department for the Pacific Coast, including Hawaii, Alaska and British Columbia, and of Old Colony for Oregon and Washington, is transferred to the Pacific's department headquarters at San Francisco. This follows termination of the joint operations of the ocean marine departments of Boston, Connecticut Fire, Great American and New Zealand. James F. Fayen, who will join Boston June 1, will supervise the ocean marine underwriting.

Observe S. F. Fire Anniversary

Nearly 100 members and guests of Pacific Coast Fire Loss Assn. attended the dinner party at San Francisco on the 45th anniversary of the San Francisco earthquake and fire. Elwood Godsall, fire claims manager for St. Paul companies, head of the association, presided.

Oakland Assn. of Insurance Agents will hold its annual golf party May 25 at Diablo country club. General chairman is A. Harper Massey.

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THE Crum and Forster GROUP



FINANCIAL STATEMENT AS OF DECEMBER 31, 1950

ASSETS

	UNITED STATES FIRE INS. CO.	NORTH RIVER INS. CO.	WESTCHESTER FIRE INS. CO.	ALLEMANIA FIRE INS. CO.	U.S. BRANCH WESTERN ASSURANCE	U.S. BRANCH BRITISH AMERICA	SOUTHERN FIRE INS. CO.
Cash in Banks & Trust Companies	\$10,035,963	\$ 4,954,825	\$ 6,705,107	\$ 1,717,361	\$ 854,023	\$ 554,032	\$ 845,219
United States Government Bonds	35,762,969	21,292,812	21,265,597	5,263,351	6,213,755	3,250,010	1,745,721
Other Bonds and Stocks	25,666,979	19,560,073	18,619,444	2,769,271	1,028,566	1,114,761	1,610,577
Mortgage Loans on Real Estate	4,600	21,720	171,873	33,647	.....	.....	.....
Real Estate	.....	1,000	37,000	117,683	.....	.....	.....
Premium Balances Receivable (Not over three months due)	4,414,270	2,854,427	2,898,668	582,469	629,038	351,655	422,875
Bills Receivable, Not Due	649,604	236,125	383,533	4,845	50,022	4,252	3,372
Interest Accrued	164,963	75,729	72,811	18,514	12,362	7,551	10,116
Other Assets	1,478,096	437,187	1,076,006	120,761	233,831	51,542	35,696
Total Admitted Assets	\$78,177,444	\$49,433,898	\$51,230,039	\$10,627,902	\$ 9,021,597	\$ 5,333,803	\$ 4,673,576

LIABILITIES

Reserve for Unearned Premiums	\$30,240,155	\$17,729,980	\$19,237,605	\$ 4,157,074	\$ 3,392,933	\$ 1,871,667	\$ 2,119,101
Reserve for Losses and Loss Expenses	8,548,169	5,577,007	6,472,817	1,056,559	1,271,793	655,648	432,582
Reserve for Taxes and Expenses	2,287,700	1,535,200	1,699,500	301,752	358,400	185,200	128,880
Other Reserves	1,651,024	801,861	949,700	215,143	189,656	87,103	73,146
Capital	2,000,000	2,000,000	2,000,000	1,200,000	+500,000	+500,000	500,000
Net Surplus	33,450,396	21,789,850	20,870,417	3,697,374	3,308,813	2,034,185	1,419,867
Surplus to Policyholders	35,450,396	23,789,850	22,870,417	4,897,374	3,808,813	2,534,185	1,919,867
	\$78,177,444	\$49,433,898	\$51,230,039	\$10,627,902	\$ 9,021,597	\$ 5,333,803	\$ 4,673,576

*Securities in statements include amounts deposited with various states, as required by law, in the following amounts: United States Fire, \$3,819,401; North River, \$2,569,216; Westchester Fire, \$2,248,110; Allemannia Fire, \$245,000; Western Assurance, \$680,066; British America, \$678,031; Southern Fire, \$275,724.

†Statutory Deposit.

On the basis of December 31, 1950, Market Quotations for all Bonds and Stocks owned, the Total Admitted Assets and Surplus would be increased by the following amounts: United States Fire, \$509,253; North River, \$323,177; Westchester Fire, \$349,186; Allemannia Fire, \$36,916; Western Assurance, \$38,055; British America, \$17,759; Southern Fire, \$48,568.

CRUM AND FORSTER, Manager

110 WILLIAM STREET, NEW YORK CITY
 WESTERN DEPARTMENT SOUTHERN DEPARTMENT VIRGINIA-CAROLINAS DEPARTMENT PACIFIC DEPARTMENT ALLEGHENY DEPARTMENT
 FREEPORT ILLINOIS ATLANTA GEORGIA DURHAM NORTH CAROLINA SAN FRANCISCO CALIFORNIA PITTSBURGH PENNSYLVANIA

the Redeemed captive

He "passed
through great
tribulation"

Almost every house was burned, many townspeople were slain, many others taken captive in the Deerfield massacre of 1704. Rushing forward, stopping, then rushing on again so that the sound of their feet on the snow might simulate gusts of wind, French and Indian marauders had approached the sleeping town. Then climbing on snowdrifts, they leaped over the stockade. Taken by surprise, the citizens were overwhelmed. Next morning more than a hundred captives were marched off through the icy wilderness to Canada.

Among those who suffered greatly was Deerfield's pastor, the Reverend John Williams. He and his family were dragged from their beds and taken captive, his home burned, two of his infant children killed outright. On the first day's journey his wife was slain as were others of the weak and aged. In Canada, Williams and his surviving children were separated. After two years he was ransomed and later described his ordeal in a book, "The Redeemed Captive."



Rejecting calls from other towns, Williams returned to Deerfield where his parishioners built him the above home to replace the one that was destroyed. Possibly because of his past bitter experiences it is said Williams insisted that a secret passage be built around the chimney, running from cellar to attic.

Williams' eight-year-old daughter Eunice who was adopted by Indians on arrival in Canada refused to be ransomed and eventually married into the tribe. Though she paid brief visits to Deerfield in later years, she could not be persuaded to abandon Indian customs, preferring squaw attire to other clothing and showing a partiality for sleeping on the floor instead of in a bed.

Parson Williams' house, where he lived from 1707 to his death in 1729, is now owned by Deerfield Academy. It is one of twenty pre-Revolutionary homes in Deerfield—all sturdy reminders of the courageous Massachusetts colonists.



Tomahawk-pierced 3" oak door of Sheldon's tavern may still be seen in Deerfield.

The Home, through its agents and brokers, is America's leading insurance protector of American homes and the homes of American industry.

★ THE HOME ★
Insurance Company

Home Office: 59 Maiden Lane, New York 8, N. Y.

FIRE • AUTOMOBILE • MARINE

The Home Indemnity Company, an affiliate, writes Casualty Insurance, Fidelity and Surety Bonds

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